

GUIDE TO

**Corporate
Giving
in the
Arts
4**

Edited by Robert A. Porter

ACA BOOKS
AMERICAN COUNCIL FOR THE ARTS
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ACKNOWLEDGEMENTS

I have had the opportunity now to have worked on three editions of the *Guide to Corporate Giving in the Arts*. Each of these efforts has relied upon a number of individuals working together as a team. What has intrigued me over the years is how each team has established its own unique personality and style. Yet, the one common thread among all of these has been the dedication of each and every individual working on that team toward a common goal—a first-rate publication.

The sparkplug of this edition of the *Guide* has been Susan Nance. Tenacious, passionate and caring, she has tirelessly led this project by her example. Whatever success this edition enjoys is in large measure due to her efforts. For that, I extend to her my deepest gratitude.

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Michael Useem of Boston University remarkably arose to the challenge of analyzing and discerning the notable trends of our research under the most stringent of deadlines. Many, many thanks for his invaluable and dedicated efforts.

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R.A.P.

THE PRIVATE SECTOR AND THE ARTS

As a businessman, I have been active in the arts both locally and nationally long enough to know that just as wonders never cease, neither do the challenges to survival.

The energy and magic of a first-rate play or art exhibition still hold me as much now as they would have twenty years ago.

But, as was the case then, I know that the wolf is probably just outside the door of whatever arts group is staging the event. The source of hardship may change—today the disincentives of tax reform, tomorrow skyrocketing rents—but the story remains the same.

That's why I am more convinced than ever that stability of support in the arts must come from a significantly broader and more committed base of donors in the private sector. The American Council for the Arts (ACA) has formed the Private Initiatives National Planning Committee, which I am pleased to chair, for the purpose of recommending ways to achieve this and other goals related to private sector support. The Committee is composed of ACA board members and others in the arts community whose experience and knowledge have proven so vital.

To recommend ways that American business can contribute to the arts in addition to giving their fair share, the Committee recently established special task forces to explore three initiatives:

- developing a public awareness campaign to communicate the importance of the arts in our society;
- increasing the number of corporate matching gifts programs for the arts;

- establishing workplace giving in more companies.

It is only with the kind of cooperative effort represented by this National Planning Committee that businessmen and women, arts leaders, foundation executives and others can tackle some of the more tenacious problems facing the arts.

We have our work cut out for us. What's more, our goals are ambitious enough that success will probably be measured over the longer arc of time. But as certain as I am that the problems are difficult ones, I'm equally sure that they will never get solved without trying—or without making our views widely known and standing behind them. If the arts are to thrive, then the private sector must do even more to assure their well-being.

Fortunately, hard work is no stranger to any of us. It took the sweat, talent and brains of a great many people to build both the corporations listed in this *Guide* and the arts organizations that they help support. Our alliance is a natural one whose potential we've just begun to tap.

James M. McClymond

Chairman

Private Initiatives National Planning Committee

President and Chief Executive Officer

Peoples Natural Gas Company

PRIVATE INITIATIVES NATIONAL PLANNING COMMITTEE

Chairman

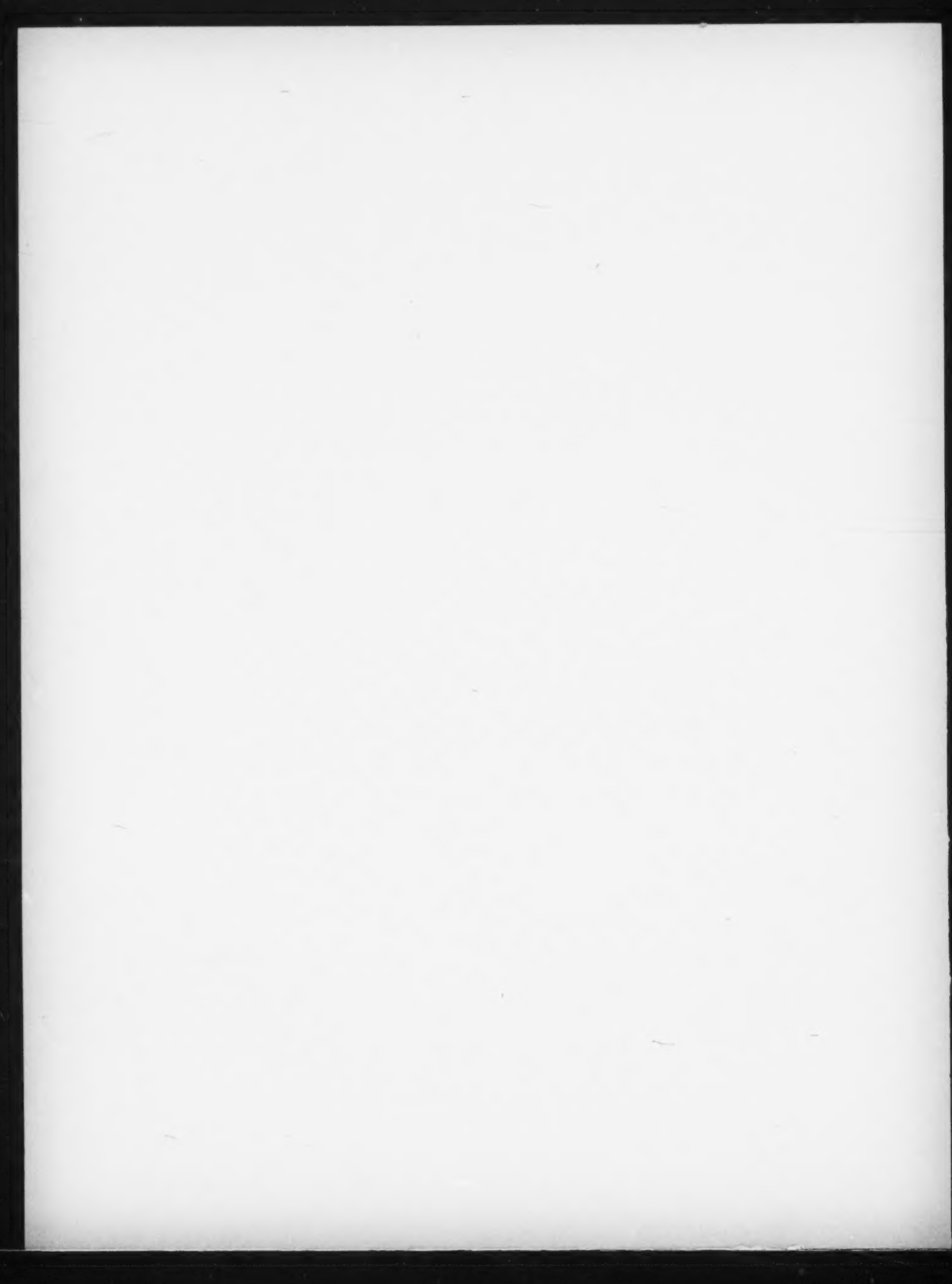
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FOREWORD

If anyone doubts the importance of giving and volunteering in America, I suggest a visit with the local school, an arts organization, a church or synagogue, the neighborhood block association, any of a number of civic groups, the nearest Boy Scout troop, the community library, a soup kitchen or the Little League.

The indisputable fact is that without the *billions* of dollars worth of time, money and materials that Americans give each year—both individually and institutionally, through corporations and foundations—ours would be a changed society, blinded by indifference, hobbled by greed. A society that doesn't give doesn't care. Without caring there is no hope. And if not to offer the hope that only collectivity can provide, what is a society for?

It's in this context that we praise the givers and doers, prod the reluctant and join the battle.

The 505 corporations in this fourth edition of *Guide to Corporate Giving in the Arts* stand out because they believe strongly enough in the principle of corporate responsibility to have voluntarily provided the information that follows. They are, for the most part, active philanthropists, each with their own guidelines and interests. Because their combined giving is so large their impact far surpasses their numbers. These are the businesses that we should be watching as we look for trends, read the signs in their philanthropy and try to fathom what is in store for grantors and grantees alike.

One trend in particular that is especially disturbing is the havoc being wrought by mergers and acquisitions. The frenzy of corporate takeovers may have peaked, but the pace is still strong. In cases where the takeover is successful, two contributions

budgets may be merged into one without a commensurate increase in allocations. Sometimes the new parent company has no tradition of giving, and a longstanding friend of charities disappears from the radar screen. Even when a company succeeds in fighting off a hostile takeover, the contributions program may be the loser since the price of that victory is often a crippling debt.

Obviously, the nonprofit sector does not have the resources to weather this storm indefinitely. But in place of financial reserves, we have an articulate and widespread constituency and numerous friends, all of whom we must now rely on as we press for a *sustained* commitment from donors and volunteers in the years ahead.

One blueprint for such action that I have helped develop and strongly endorse is being advocated by Independent Sector, a nonprofit coalition of 650 corporate, foundation and voluntary organizations. Called "Daring Goals for a Caring Society," it seeks to double total giving by 1991 to \$159.6 billion, and to increase total volunteering during the same period by fifty percent. For corporations, who gave 1.89 percent of their pre-tax net income in 1985—a rate that would yield \$7.7 billion by 1991—this will mean increasing their share enough to generate \$8.6 billion by that year.

These are achievable goals, and the American Council for the Arts (ACA) will continue to be active in the broad educational effort that lies behind them. The long-awaited publication of *Guide 4* as an indispensable fundraising resource is only one activity among many undertaken by ACA. In the context of the challenge before us, however, its value and significance are clear.

Eugene C. Dorsey
Chairman
American Council for the Arts

President
Gannett Foundation



TRENDS AND PREFERENCES IN CORPORATE SUPPORT FOR THE ARTS

by Michael Useem

Corporate support for nonprofit organizations continues to expand, approaching \$5 billion annually. Company underwriting of culture and the arts has kept pace as well, reaching an annual level of nearly \$500 million. Though arts giving rarely constitutes more than 20 percent of a firm's giving budget, most major firms give at least some support to culture. The widespread backing of the arts stands in sharp contrast to the picture just a decade earlier, when its annual giving totalled little more than \$100 million.

In introducing the American Council for the Arts' first guide to corporate giving in 1978, the president of the Business Committee for the Arts, G. A. McClellan, observed that such a guide "could not have been written ten years ago," in part because "few corporations were supporting the arts." Now, nearly ten years later, most major corporations are supporting the arts, and ACA's guide is entering its fourth edition. In a foreword to the same first edition, Nancy Hanks, just then retired as chair of the National Endowment for the Arts, had forecast such a growth of corporate support for the arts. "I am," she wrote, "confident that this guide, which will be updated by ACA on a regular basis, will present a markedly different picture five years from now."

The general picture is indeed a markedly different one, though it is notable that the growth has been far from even. Some firms have become vigorous supporters of the arts while others still express little interest. And supportive firms have developed strong preferences for the types of arts organizations they are prepared to back and the areas of support they are ready to underwrite.

Michael Useem is professor and associate dean in the College of Liberal Arts at Boston University. He writes on corporate social and political practices and is the author of several articles on company giving, most recently on "Corporate Philanthropy" in *The Nonprofit Sector: A Research Handbook* (Yale University Press, 1987).

TRENDS IN CORPORATE SUPPORT FOR THE ARTS

The single most important factor driving corporate giving is the level of company income. Company gifts are often intended to stimulate income, perhaps best illustrated in the spreading use of "cause-related marketing" strategies, but evidence on the impact of company giving on the profit line remains ambiguous. What is unambiguous is the impact of the profit line on company giving: the higher a firm's income, the more generous is its giving program. And since aggregate company earnings have approximately doubled during the past decade, aggregate company giving has been expanded correspondingly.

The linkage of company giving to earnings is a product of the way large firms generally set their contributions level. The size of the budget is often keyed to the previous year's before-tax earnings. During the 1970's, companies typically allocated about 1 percent of their pretax income to nonprofit causes. In the 1980s, however, the one-percent convention was gradually supplanted by a two-percent rule (see Table 1). Thus, when a company's pretax profits rose by \$1 million, its contributions budget typically mirrored the growth, with some 2 percent—\$20,000—added to the annual giving total. Of course when bad year followed good, the reverse prevailed as well.

Company giving to the arts has followed much the same dynamic, though in recent years the arts have fared slightly better than other areas of business support. Less than 10 percent of the typical firm's contributions budget went to the arts in the 1970s, but more than 11 percent was allocated on average in the 1980s (shown in the third column of Table 1). When a company achieved an earnings growth of \$1 million, arts organizations could therefore anticipate a rise in the firm's cultural budget of approximately \$2,200, a product of the arts' 11 percent share of the 2 percent pretax net income.

TABLE 1. Total Corporate Contributions, and Contributions to the Arts, 1975-1986.

Year	Total contrib. (\$billions)	Contributions as percentage of pretax net income	Percentage of total contributions given to arts	Estimated amount given to the arts (\$millions)
1975	\$1.20	0.91	7.5	\$90
1976	1.49	0.89	8.2	122
1977	1.79	0.89	9.0	161
1978	2.08	0.89	10.1	211
1979	2.29	0.89	9.9	227
1980	2.36	0.99	10.9	257
1981	2.51	1.11	11.9	299
1982	2.91	1.71	11.4	331
1983	3.63	1.75	11.4	413
1984	4.00	1.70	10.7	428
1985	4.40	1.97	11.1	488
1986	4.50	1.91	n.a.	n.a.

Source: Conference Board, *Annual Survey of Corporate Contributions, 1987 Edition* (New York: Conference Board, 1987), p. 27; American Association of Fund-Raising Counsel, *Giving USA* (New York, AAFRC Trust for Philanthropy, 1987), p. 49.

At present, the overall picture of corporate contributions is hovering around four benchmark numbers: 2-5-10-500. Some 2 percent of pretax net corporate income is given to nonprofit organizations, for an annual aggregate total that is approaching \$5 billion. And about 10 percent of the contributions dollar is allocated to arts organizations, for an annual total of nearly \$500 million.

Summary figures and trends mask large variations among firms, however, and, for both contributions managers and fund-raisers, these are the budget differences that count. A firm flush with earnings is a far better prospect than a company deep in red ink. And the 1980s have been a kinder era to some companies than others, as can be seen in the trend data for 179 companies presented in Figure 1 at the end of this section. These are the companies that provided information on giving levels for both *Guide 2* and *Guide 4*. The second ACA guide acquired data for 1979 and the present guide for 1986, providing a seven-year comparison period. The aggregate giving of these participating firms more than doubled during this era (increasing by 101 percent), a growth rate ahead of that for all firms (96 percent), and arts giving more than doubled as well (191 percent growth rate), also ahead of national trends. Within the overall growth, however, are pronounced disparities.

The uneven growth can be seen in comparison of the experience of specific companies in Figure 1. BankAmerica had encountered earning difficulties, for instance, and its overall giving grew by only 6 percent while its arts giving dropped by 35 percent. Chase Manhattan Bank, by contrast, was able to increase its contributions budget by 170 percent (to \$8.1 million), and its arts amount by 211 percent (to \$1.1 million). Chemical Bank displayed even stronger growth rates, bringing Chemical Bank's dollar levels to a par with Chase Manhattan's in 1986 even though Chemical's amounts were just over half

of those of Chase in 1979. The problems facing some energy companies and steel producers are evident in Table 2 as well. The Colorado Interstate Gas company decreased its contributions budget by 13 percent and its arts giving by 41 percent between 1979 and 1986; and the Inland Steel Company enhanced its overall giving by only 36 percent and dropped its arts giving by 87 percent. Yet every sector contained its contrary trends. Shell Oil Company, a leading energy firm, expanded its giving budget from \$6.6 million to \$17.4 million, a growth of 166 percent, and its arts contributions from \$0.3 to \$1.2, a growth of 322 percent.

While the past decade has been a period of robust expansion in both giving generally and arts contributions specifically, the sharp growth rates could be slowing. The change in corporate contributions from 1985 to 1986 was the smallest annual growth in more than a decade; corporate acquisitions are taking their toll on the contributions programs of some prominent givers; and a less community-minded leadership is emerging in the top ranks of some companies. Still, giving programs in most major companies have become highly professionalized and integral parts of the organizational chart. The contributions function is well institutionalized in American business culture, and it will continue to be fueled by growth in corporate earnings. Giving is thus more likely experiencing a momentary pause than a fundamental reversal in postwar expansionary trends.

PREFERENCES IN CORPORATE SUPPORT FOR THE ARTS

Within the general patterns of corporate giving are four major types of variation. First, companies differ in their general preferences for the arts relative to the three other major areas of giving—health

and human services, education, and civic and community activities. Second, the major arts areas—from museums to dance—vary in their attractiveness to corporate donors. Third, the appeal of arts organizations to potential business benefactors varies with the arts' management capacities, audience size, and other organizational qualities. Finally, the desirability of specific types of corporate assistance—ranging from support of general operating expenses to donations of company products—is also uneven.

Company Preferences for the Arts

Though larger corporations with higher earnings give more money to the arts, the size of a giving program is only a modest predictor of the *proportion* of the giving budget that is set aside for the arts. A survey of 436 large companies in 1985 by the Conference Board, for example, found a slight correlation between size of contribution budget and the percentage of the budget allocated to arts organizations. The typical company with a total giving budget of less than \$0.5 million gave about 9 percent of it to the arts; among companies with budget from \$1 million to \$5 million, the average firm allocated about 10 percent to the arts; and among those with budgets greater than \$5 million, the typical company gave 11 percent to the arts.

More strongly predicting arts preference is regional location. As seen in Table 2, companies in the West Midwest give greater proportions of their budgets to the arts (17 percent in 1984 and 1985), while companies in Southwest and industrial Midwest give lesser proportions (as low as 7 percent by the industrial Midwest during both years).

A company's sector is also a strong predictor of its relative interest in the arts. The printing/publishing and banking industries, for example, give above average proportions to the arts, while the chemical and insurance industries give below average amounts (Table 3). The variations can be substantial: the ten large printing and publishing firms responding to the 1985 Conference Board survey allocated some 19 percent of their giving dollars to the arts, and the sixty major banks gave an average of 17 percent of their budgets to the arts. By contrast, the twenty-nine chemical firms set only 6 percent of their annual total budgets aside for the arts, and the forty-five insurance companies gave under 10 percent of their budgets to the arts. Because of the relatively small numbers of companies upon which the arts percentages are based for some of the sectors in Table 3, however, these figures should be viewed as only approximate indications of an industry's relative interest in the arts.

Preferred Organizations and Activities

Arts organizations and activities vary in their appeal to corporate funders. Of the companies included in the present guide, 91 percent reported that they supported or were prepared to support museums, and 87 percent supported symphonic and chamber orchestras. By contrast, only 46 percent of the firms were supporting or ready to support literature, and 43 percent supported national arts organizations (see Table 4). Backing for individual artists was even less: 25 percent of the firms expressed support for all types of arts, presumably including individual artists, but only 3 percent explicitly reported backing individuals (not shown in the table).

TABLE 2. Percentage of Total Corporate Contributions to the Arts, by Region, 1984 and 1985

Region	No. of Companies		Percentage to Arts	
	1984	1985	1984	1985
West Midwest: Minnesota, Iowa, Missouri, Kansas, Nebraska, South Dakota, North Dakota	29	37	16.9	17.4
Pacific: Washington, Oregon, California, Alaska, Hawaii	42	42	16.2	10.6
New England: Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut	43	47	13.4	10.5
Mid-Atlantic: New York, New Jersey	60	73	11.0	13.3
Mountain States: Montana, Wyoming, Colorado, New Mexico, Arizona, Utah, Nevada, Idaho	10	7	10.7	12.5
Southeast: Delaware, Maryland, Virginia, West Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi	67	67	8.3	10.1
Southwest: Arkansas, Louisiana, Texas, Oklahoma	32	35	7.8	9.4
Industrial Midwest: Pennsylvania, Ohio, Michigan, Indiana, Illinois, Wisconsin	132	128	7.0	7.0
Total	415	436	10.7	11.1

Source: Conference Board, *Annual Survey of Corporate Contributions, 1986 Edition* (New York: Conference Board, 1986), p. 15; *Annual Survey of Corporate Contributions, 1987 Edition* (New York: Conference Board, 1987), p. 25.

TABLE 3. Percentage of Total Corporate Contributions to the Arts, by Industry, 1984 and 1985

Industry	No. of Companies		Percentage to Arts	
	1984	1985	1984	1985
Manufacturing, total	214	223	10.7	9.9
Stone, glass, and clay products	7	7	27.8	21.7
Printing and publishing	11	10	29.2	18.8
Petroleum and gas	20	22	13.3	13.4
Food, beverage, and tobacco	21	24	12.7	12.2
Machinery, non-electrical	18	20	9.3	11.3
Fabricated metals products	9	10	10.3	10.2
Paper and like products	17	14	9.4	8.9
Electrical machinery and equipment	28	32	11.1	8.4
Primary metal industries	11	15	9.7	8.3
Transportation equipment	15	16	7.3	7.5
Pharmaceuticals	12	13	7.4	6.7
Rubber and miscellaneous plastics	6	4	6.6	—
Chemicals	28	29	6.2	6.3
Textiles and apparel	7	4	1.7	—
Non-Manufacturing, total	201	213	10.7	14.0
Retail and wholesale trade	16	19	15.5	18.9
Banking	54	60	15.3	17.1
Transportation	9	8	12.9	14.9
Telecommunications	9	11	6.4	13.8
Finance	6	5	12.8	13.3
Utilities	53	54	12.3	12.4
Insurance	48	45	7.3	9.8
Business services	5	8	10.5	8.9
Total	415	436	10.7	11.1

Note: Industry percentages are not calculated for sectors with fewer than five companies reporting. The percentages for total manufacturing, non-manufacturing, and all sectors are based on all reporting companies.

Source: Conference Board, *Annual Survey of Corporate Contributions, 1986 Edition* (New York: Conference Board, 1986), p. 45; *Annual Survey of Corporate Contributions, 1987 Edition* (New York: Conference Board, 1987), p. 46.

Compared with the companies reporting their 1982 policies in ACA's *Guide 3*, higher proportions of the *Guide 4* firms offered backing in 1986 for theater. Theater experienced a sixteen-point gain in the proportions of the firms providing support to drama (84 percent in 1986 versus 68 percent in 1982, as shown in the third column of Table 4). The other major gainers were dance (by 16 points), arts centers (14 points), and film and video (13 points). Community arts groups, however, experienced an eight-point drop.

The breadth of corporate support for arts organizations and activities carries into the proportion of the arts budget that is allocated to each area within the arts. A 1984 Conference Board survey of 415 large companies found that the leading dollar beneficiary is the museum field, which received nearly 20 percent of the total arts dollars (see Table 5). Music followed with about 13 percent, and public TV and radio with 12 percent. Even though areas such as dance are supported by more than three-quarters of the companies appearing in *Guide 4*,

dance garnered only 3 percent of the dollar support offered to the arts, implying that company gifts to dance are comparatively large in number but small in magnitude.

Preferred Applicant Qualities

In evaluating an application for arts support, corporate donors place a premium on the proposed program's impact on the local community. When asked to rank fourteen criteria in evaluating an arts request, better than nine-in-ten (93 percent) of the *Guide 4* companies rated local community impact in the highest two categories of a five-category rating scale ranging from "most important" to "least important" (Table 6). The local impact criterion was closely followed in importance by geographic location (stressed by 92 percent), management capability (80 percent), and artistic merit (66 percent). Of least importance were such considerations as whether the application had received support from foundations and government agencies (emphasized by only 14 percent) or individuals (11 percent).

TABLE 4. Percentage of Companies Supporting Arts Organizations and Activities, 1982-86

Arts organization or activity	1982	1986	Change $\pm 5\%$ 1982-86
Museums	91.8	91.2	
Symphony/chamber orchestra	74.9	87.4	12.5
Public TV/radio	76.6	86.2	9.6
Theater	68.1	84.3	16.2
Opera	66.1	79.9	10.6
Community arts groups	87.3	79.0	-8.3
Arts centers	64.1	78.2	14.1
Dance	61.7	77.6	15.9
Arts councils/united arts funds	72.2	72.1	
Visual arts/crafts	58.1	65.4	7.3
Film/video	36.5	49.3	13.2
Literature	32.6	45.7	13.1
National organizations	42.8	43.4	
(Number of companies)	(668)	(477)	

Note: The percentages for symphony/chamber orchestra, opera, theater, and dance do not include 25 companies in 1986 and 124 companies in 1982 which reported support for "performing arts" but did not specify any performing arts areas. The percentages for all areas include companies which indicated they supported "all types" of arts organizations and activities.

Source: ACA Guides 3 and 4.

TABLE 5. Percentage Dollar Allocation Among Beneficiaries of Corporate Support for the Arts, 1984

Beneficiaries	Percentage
Museums	19.6
Music	12.7
Public TV and radio	12.1
Cultural centers	9.5
Theaters	6.0
Employee matching gifts	5.8
Arts funds and councils	5.4
Dance	2.3
Libraries	1.6
Other	25.0
(Number of companies)	(415)

Source: Conference Board, *Annual Survey of Corporate Contributions, 1986 Edition* (New York: Conference Board, 1986), p. 40.

Virtually none of these considerations diminished in importance between 1979 (the year of *Guide 2*) and 1986, but several significantly increased in importance. Local geographic impact is now viewed by contributions managers as more important ("impact on local community" and "geographic location" both gained 5 percentage points). One manifestation of the intensified stress in this area is the growing effort by many companies to channel more of their giving dollars through local

TABLE 6. Percentage of Companies Highly Rating Fourteen Criteria in the Evaluation of Arts Requests, 1979-1986

Evaluation criteria	1979	1982	1986	Change $>5\%$ 1979-86
Impact on local community	87.6	89.2	93.4	5.8
Geographic location	86.7	89.7	91.9	5.2
Management capability	67.5	75.8	80.1	12.6
Artistic merit	59.6	53.9	66.1	6.5
Employee involvement	54.9	55.0	58.8	
Quality of application	43.3	48.9	48.7	5.4
Board of directors	38.5	40.9	44.7	6.2
Size of audience	34.1	40.0	41.3	7.2
Coordination with similar groups	23.4	26.0	25.2	
Support by other firms	27.5	26.0	26.2	
Publicity value	14.9	19.3	21.0	6.1
Matching grants	12.4	15.7	14.0	
Support by foundations/government	15.6	15.5	13.6	
Gifts from individuals	8.1	10.0	11.2	
(Number of companies)	(483)	(657)	(458)	

Note: The ratings were on a five-point scale ranging from "most important" to "least important."

Source: ACA Guides 2, 3 and 4.

plants and operations. The publicity value that would come from funding an arts request is also considered more important in 1986 than 1979 (up by 6 points), as is the size of the arts audience (up by 7 points).

The most marked change, however, is the increased emphasis on the organizational capacities of the applicant organization. Management capability is viewed as important by 80 percent of the *Guide 4* firms in 1986, up 12 points from the *Guide 2* firms in 1979. Similarly, the quality of the board of directors and the quality of the application are seen as more important as well (up by 6 and 5 points). Arts fund-seekers will thus need to manage more effectively both their own organization and the way it is presented to fund-givers if they are to meet the increasingly stringent criteria for funding in these areas.

Preferred Forms of Support

Corporate donors look not only at the quality of the applicant organization, but also at the form of support which is requested. Requests for general operating expenses were honored by four-fifths (82 percent) of the *Guide 4* companies, and special projects and capital projects received near universal backing as well (by 79 and 71 percent of the firms; Table 7). Endowment campaigns, by contrast, found little favor (21 percent), and international cultural exchanges even less (8 percent). Comparing the

1986 company proportions to those recorded for several of these areas in 1982, the breadth of support for general operating expenses is slightly down (by 5 percentage points), support for special projects slightly up (by 4 points), and support for capital projects largely unchanged (the 1982 figures are not shown in the table). The major area of growth was in preference for employee matching gifts, up by 7 points in four years.

Non-cash giving increased substantially in the early 1980s, and companies are often seeking more ways of providing materials, services and technical assistance to arts organizations. A Conference Board comparison of the giving of a matched set of 322 corporate donors in 1983 and 1984 revealed that noncash charitable donations had more than doubled in that twelve-month period. While noncash contributions constituted 11 percent of total deductible giving by major companies in 1983, non-cash giving reached 22 percent of the total in 1984. A year later it dropped slightly, however, to 20 percent of total contributions. The growth of noncash giving has not come at the expense of cash contributions, the evidence indicates, since cash giving has largely continued to follow its own supply curve.

Nondeductible forms of corporate assistance also grew in the early 1980s, but may have leveled out as well. Included here is the loan of company personnel to nonprofit organizations for technical assistance, the lending of corporate facilities, and the gift of printing and other company services. The 1983-84 comparison of a matched set of companies by the Conference Board revealed a near doubling in the dollar value of nondeductible giving. A similar comparison for 1984-85, however, showed a 17-percent drop in the estimated dollar value.

As a result of the spread of noncash giving in the early 1980s, arts organizations now benefit from an array of in-kind services and technical assistance from companies (some deductible, others not). The most important form is the gift of company materials and products, practiced in 1986 by nearly half of the companies reporting in *Guide 4* (Table 8). General management assistance is rendered to arts organizations by a fifth of the companies, and a few even offer free performance space and legal assistance.

Nondeductible support for the arts in the area of advertising and public relations has become particularly important. Two-fifths of the 1986 *Guide 4* companies sponsor public TV and radio through advertising and public relations efforts, and two-fifths back musical concerts this way as well (Table 9). Approximately a third of the companies also use their advertising and public relations budgets to support exhibitions, dances and plays.

TABLE 7. Percentage of Companies That Will Consider Various Kinds of Arts Support, 1986

Kind of arts support	Percentage
General operating expenses	82.1
Special projects	79.3
Capital projects	70.7
Employee matching gifts	36.1
In-kind goods & services	31.4
Technical assistance company personnel	21.6
Sponsorship through advertising/PR	21.6
Endowment campaigns	20.9
International cultural exchange	7.7
(Number of companies)	(468)

Source: ACA Guide 4

TABLE 8. Percentage of Companies Providing In-Kind Services and Technical Assistance, 1986

Services and assistance	Percentage
In-kind services	
Donated materials	49.3
Donated company products/services	42.0
Printing	40.3
Meeting space	32.3
Exhibition space	18.4
Performance space	7.6
Technical assistance	
General management	20.5
Planning	19.1
Accounting/fiscal management	18.1
Marketing	15.3
Advertising	14.2
Design services	10.8
Legal	6.6
(Number of companies)	(288)

Source: ACA Guide 4

TABLE 9. Percentage of Companies Providing Arts Sponsorships Through Advertising and Public Relations, 1986

Type of sponsorship	Percentage
Public TV/Radio	39.9
Music concerts	39.5
Exhibitions	33.5
Dance	32.7
Plays	31.7
Festivals	28.8
Gala benefits	23.5
Memberships	19.9
Performance tours	14.6
Competitions	13.9
(Number of companies)	(281)

Source: ACA Guide 4

THE DYNAMICS OF CORPORATE GIVING TO THE ARTS

The driving force behind the rise of corporate giving is economic growth, and the main dynamic underlying giving to the arts is growth in corporate giving. Though there may be momentary perturbations in the expansion curves of corporate giving, if company earnings continue to climb, giving to the arts should rise as well.

Corporate giving has never constituted a major fraction of the income of most arts organizations. A 1982-83 survey of 76 opera companies, representing 85 percent of the membership of the national opera association, Opera America, found that 5 percent of their total income derived from corporate gifts. Similarly, a 1982 study of more than 2,500 secular nonprofit organizations, including many arts organizations, revealed that company gifts constituted only 3 percent of their total revenue. Gifts from federated campaigns such as the United Way, which are heavily dependent on business fund-raising, provided an additional 7 percent, but relatively few arts organizations benefit from combined campaigns.*

Still, corporate support is often critical for innovative programming, elimination of year-end deficits, audience development, and the attraction of other donors. In seeking business support, the preferences expressed by the companies reporting in the present guide point toward such strategies as emphasizing the arts organization's local impact and internal management capacities. It is also important that the company's top management knows about the organization and is generally supportive of company underwriting for the arts. Companies tend to be more forthcoming if they are led by managers who strongly back their contributions program, are committed to significant funding for the arts, and are familiar with the arts world through personal involvement in it.

*Opera America, "1982-83: Professional Opera Survey," in *Profile: 1984, Opera America and the Professional Opera Companies* (Washington, D.C.: Opera America, 1985); Nonprofit Sector Project, "Serving Community Needs: The Nonprofit Sector in an Era of Retrenchment" (Washington, D.C.: The Urban Institute, 1983).

FIGURE 1. Total Contributions and Giving to the Arts of Major Corporations, 1979-86 (\$1,000s)

Company	Total Contributions			Arts Contributions		
	1979	1986	Percentage change	1979	1986	Percentage change
ARCO	13084	17940	37	2533	2398	(-5)
AT&T ¹	9039	36289	301	703	3547	405
Aetna Life and Casualty**	5740	6796	18	493	513	4
Air Products and Chemicals	1108	2400	117	80	176	120
Allegis Corporation** (United Airlines, Inc.)	989	1510	53	69	248	259
Allied-Signal, Inc. (Allied Chemical Corp.)	2467	6675	170	185	549	197
Allstate Insurance Companies #	2736	3600	32	166	n.a.	n.a.
Amax, Inc.	2000	778	(-61)	80	33	(-59)
American Express Company	1631	14700	801	207	4800	2219
American United Life Insurance #	104	472	354	15	21	38
Ameritrust Company	663	1609	143	44	202	356
Amsted Industries, Inc. #	440	500	14	22	84	282
Ashland Oil #	1946	3375	73	105	n.a.	n.a.
Babcock Industries ** (ACCO Industries)	31	10	(-68)	1	0	(-100)
Baker International Corporation**	1600	1177	(-26)	58	91	56
Bank America**	7011	7416	6	1426	932	(-35)
Bank of New York	418	1147	174	49	194	295
Battle Creek Gas Co.	17	55	227	4	4	9
Beatrice Foods Company #	2100	2368	13	104	606	483
Bell & Howell Co.	206	500	143	17	30	76
Bell of Pennsylvania	1032	6004	482	55	230	315
The Boeing Company	2700	14750	446	257	2600	912
Borg-Warner Corporation #	1200	2544	112	143	452	216
Boston Globe #***	450	2158	380	45	330	634
Bristol-Myers Company	3791	8544	125	250	782	213
Brown Group, Inc. #	528	1396	164	77	299	291
Brunswick Corporation	732	1472	101	27	189	600
Burlington Industries	2576	2056	(-20)	32	64	100
Campbell Soup Company #	1950	3300	69	215	400	86
Carolina Power and Light Company	283	1255	343	8	69	765
Carpenter Technology Corporation	344	584	70	8	20	171
Carson Pirie Scott & Company	223	382	71	16	43	169
Chase Manhattan Bank**	2990	8085	170	350	1090	211
Chemical Bank	1658	8000	383	186	935	403
Chevron Corporation	7489	18651	149	850	1714	102
CITICORP/CITIBANK	3721	10300	177	485	2575	431
Colorado Interstate Gas Company	115	100	(-13)	17	10	(-41)
Consolidated Papers Inc.	432	961	122	3	92	3194
Consumers Power Co.	279	408	46	29	84	190
Continental Corporation	979	1400	43	53	322	506
Cooper Industries, Inc.	831	2800	237	63	400	535
CooperVision # (Cooper Laboratories)	20	60	200	4	n.a.	n.a.
Corning Glass Works	4034	5482	36	2151	3591	67
Cummins Engine Company	2294	3342	46	285	374	31
Cyclops Corporation**	294	501	70	9	24	159
Datapoint Corporation*	53	90	69	15	15	0
Dayton Hudson Corporation	8828	20782	135	3350	8754	161
Deere & Company	3772	2746	(-27)	441	157	(-64)

¹1979 figures include Bell Laboratories and Western Electric, but do not include Bell System Companies.

Company	Total Contributions			Arts Contributions		
	1979	1986	Percentage change	1979	1986	Percentage change
Deluxe Check Printers, Inc.	1120	2774	148	125	387	210
Dexter Corporation	136	416	206	13	58	337
Diamond Shamrock Corp.	1021	750	(-27)	89	n.a.	n.a.
R.R. Donnelley & Sons. Co.	565	1500	165	36	n.a.	n.a.
Dow Corning Corporation	494	1869	278	14	112	719
Dresser Industries, Inc.	1664	2469	48	90	181	101
Duquesne Light Company	295	368	25	8	10	21
Eastern Gas and Fuel Associates	583	619	6	106	143	35
Eastman Kodak Company # **	9491	15200	60	1400	1560	11
Eaton Corporation **	n.a.	2961	n.a.	128	247	93
Emhart Corporation # *	600	739	23	32	91	186
Equitable Life Assurance # *	3400	5000	47	176	n.a.	n.a.
Ethyl Corporation	1313	3270	149	121	752	521
Exxon Corporation	31222	46100	48	1623	4200	159
FMC Corporation	1380	2003	45	145	220	51
Federal Mogul Corp. #	471	1032	119	30	93	210
First Bank System **	1346	6332	370	398	1220	206
First Boston Corporation	100	1500	1404	4	100	2497
First United Bank of California (United California Bank)	1297	2503	93	330	321	(-3)
Ford Motor Company	14580	14631	0	1313	2459	87
Franklin Life Insurance Co.	80	90	13	2	2	0
Frisch's Restaurants, Inc. #	85	242	185	33	44	33
H.B. Fuller Company	585	723	24	30	97	220
Gannett Company, Inc.	5315	21422	303	650	1828	181
Gleason Corporation	1314	1806	37	54	103	91
Gould, Inc.	985	705	(-28)	68	51	(-25)
Guardian Life Insurance Company of America	75	399	420	9	84	886
Gulf States Utilities Co. **	250	573	129	3	90	2900
Harris Trust and Savings Bank **	575	1025	78	41	36	(-12)
Hartmarx (Hart Schaffner & Marx)	148	583	294	19	67	253
Hershey Foods Corp. ##	959	2603	171	30	224	647
Honeywell Inc. **	2498	6389	156	461	537	16
Howell Corporation	32	21	(-34)	21	0	(-99)
Huffy Corporation #	167	221	32	30	21	(-30)
IBM*	n.a.	n.a.	n.a.	1000	17400	1640
Illinois Tool Works	360	1198	233	n.a.	n.a.	n.a.
Inland Steel Company	1996	2709	36	104	14	(-87)
International Minerals & Chemical Corporation #	1095	952	(-13)	145	154	6
International Multifoods Corporation #	720	648	(-10)	50	33	(-34)
Iowa Resources (Iowa Power and Light Co.)	360	450	25	33	117	255
Irving Trust Company	369	521	41	32	63	95
James River Corporation # *	105	1800	1614	25	153	512
Jantzen Inc. **	71	92	29	5	7	49
Jostens, Inc. #	433	493	14	57	63	11

Note: Alternative years for contributions date

*1987 rather than 1986 #1980 rather than 1979

**1985 rather than 1986 ##1978 rather than 1979

***1984 rather than 1986

*IBM estimates for which exact contributions are "in excess of."

Company	Total Contributions			Arts Contributions		
	1979	1986	Percentage change	1979	1986	Percentage change
Kemper Group	355	1190	235	26	n.a.	n.a.
Kraft, Inc. #	2400	8600	258	91	1204	1223
LTV Corporation	1308	971	(-26)	70	59	(-17)
Lear Siegler, Inc. #	565	1226	99	60	170	183
Lever Brothers	231	194	(-16)	8	27	222
Eli Lilly and Company	3078	2595	(-16)	167	738	341
Lincoln National Life Insurance Co.	735	3216	337	168	360	114
Lukens, Inc. (Lukens Steel Co.)	137	121	(-11)	2	4	65
Mallinckrodt, Inc.	450	521	16	35	n.a.	n.a.
McGraw-Hill, Inc.	737	2061	180	191	514	170
McKesson Corporation (Foremost-McKesson) # *	549	2000	264	58	200	245
Mead Corporation	1293	2500	93	89	289	225
Medtronic, Inc. #	548	886	62	108	178	65
Mellon Bank, N.A.	885	3802	329	67	397	492
Meritor Financial Group (Philadelphia Savings Fund Society)	707	1071	52	50	72	45
Metropolitan Life Insurance	2877	10486	264	592	1055	78
Minnesota Mutual Life Insurance Company	241	452	87	82	127	55
Mobil Oil Corporation	7248	17887	147	1284	2453	91
Montgomery Ward & Co.	2471	1092	(-56)	23	23	(-2)
Motorola, Inc.	809	1900	135	26	114	339
NL Industries	650	949	46	42	178	324
Naleco Chemical Co.	901	1466	63	85	178	109
National Bank of Detroit	886	1617	83	119	220	85
The New England (New England Mutual Life Insurance)	480	1693	253	63	99	58
New England Telephone	1004	3555	254	137	388	182
Northern Trust Company**	605	899	49	172	171	(-1)
Northwestern Bell Telephone Company, Inc. #	2880	3955	37	260	800	208
Northwestern National Life Insurance Co.	270	728	170	49	83	70
Norton Company**	900	1718	91	70	180	157
Noxell Corporation	195	908	366	34	394	1059
Olgebay Norton Company #	240	208	(-13)	18	n.a.	n.a.
Olin Corporation	1129	1500	33	57	71	26
PPG Industries	2520	4377	74	187	367	96
Pacific Northwest Bell Telephone Company	817	5473	570	85	1070	1159
Pacific Telesis Group # (Pacific Telephone)	1820	5103	180	90	793	781
J.C. Penney Company, Inc.	4800	12847	167	300	727	142
Peoples Energy Corp.	899	628	(-30)	137	44	(-68)
Pepsico, Inc.	1809	10051	456	377	2927	676
Philadelphia National Bank	600	2300	283	65	293	351
Phillips Petroleum	5114	7500	47	220	n.a.	n.a.
Playboy Enterprises	500	176	(-65)	11	n.a.	n.a.
Pneumo Abex* (Abex Corporation)	224	405	81	3	60	1746
Polaroid Corporation	1488	1900	28	120	146	22
Potomac Electric	222	872	293	19	200	950
Primerica (American Can Company)	2125	3708	74	202	243	20
Principal Financial Group (The Bankers Life)	698	2234	220	306	397	30
Procter and Gamble Co.	6527	13000	99	536	n.a.	n.a.
Provident Mutual Life Insurance Co.	162	493	204	4	9	125

Company	Total Contributions			Arts Contributions		
	1979	1986	Percentage change	1979	1986	Percentage change
The Prudential Insurance Company of America	7708	10494	36	1046	530	(-49)
RJR Nabisco (R.J. Reynolds Industries)	n.a.	32076	n.a.	887	1910	115
RKO General	30	230	667	10	35	250
Rainier National Bank	480	1663	246	40	357	792
Ralston Purina Co.	2084	4244	104	219	423	93
SAFECO Insurance Companies	1088	2354	116	163	402	147
The St. Paul Companies**	2100	2650	26	229	362	58
Santa Fe Southern Pacific Corporation (Santa Fe Industries)	1000	2748	175	44	443	907
Sara Lee # (Consolidated Foods)	1800	4543	152	466	907	95
Scott Paper Co.	1000	2017	102	44	n.a.	n.a.
Sears, Roebuck and Co.	16850	19500	16	n.a.	n.a.	n.a.
Security Pacific National Bank	1988	4909	147	238	795	234
Shaklee Corporation #	467	630	35	168	180	7
Shell Oil Company	6557	17437	166	291	1227	322
Southern California Gas Co.	972	3040	213	30	285	850
Southwestern Bell Corporation	3282	11900	263	284	2581	809
3M ³	6900	19013	176	639	1432	124
Tektronix, Inc.**	1387	2112	52	13	91	593
Tenneco #	4424	4284	(-3)	165	535	224
Texas Eastern Corporation*	590	2700	358	96	421	339
Time Insurance Company #	63	217	244	4	49	1125
Times Mirror #	2044	5937	190	293	2538	765
Transco Energy Corp. #	163	1250	668	22	329	1367
Travelers Corporation	1691	3698	119	164	379	131
Union Carbide Corporation	3200	2700	(-16)	110	108	(-2)
Union Electric Company	633	1335	111	151	176	17
Union Pacific Corporation	3106	6736	117	527	1422	170
United Bank of Denver	322	523	62	49	108	122
United States Trust of New York #	198	351	77	15	93	523
United Technologies Corporation #**	6605	11809	179	1250	2327	86
United Telecommunications	297	958	223	36	317	787
Valspar Corporation #	150	350	133	23	30	30
Virginia Power Company	484	1202	148	6	110	1647
Wachovia Corporation**	1272	2350	85	359	300	(-17)
Wells Fargo and Company	1300	4432	241	n.a.	680	n.a.
Westinghouse Electric Corporation	2410	5889	144	196	526	169
Westmoreland Coal Co. #	170	191	12	28	0	(-100)
Weyerhaeuser Company	4170	2888	(-31)	175	231	32
Wolverine World Wide	95	89	(-6)	19	23	21

Note: Alternative years for contributions date

*1987 rather than 1986

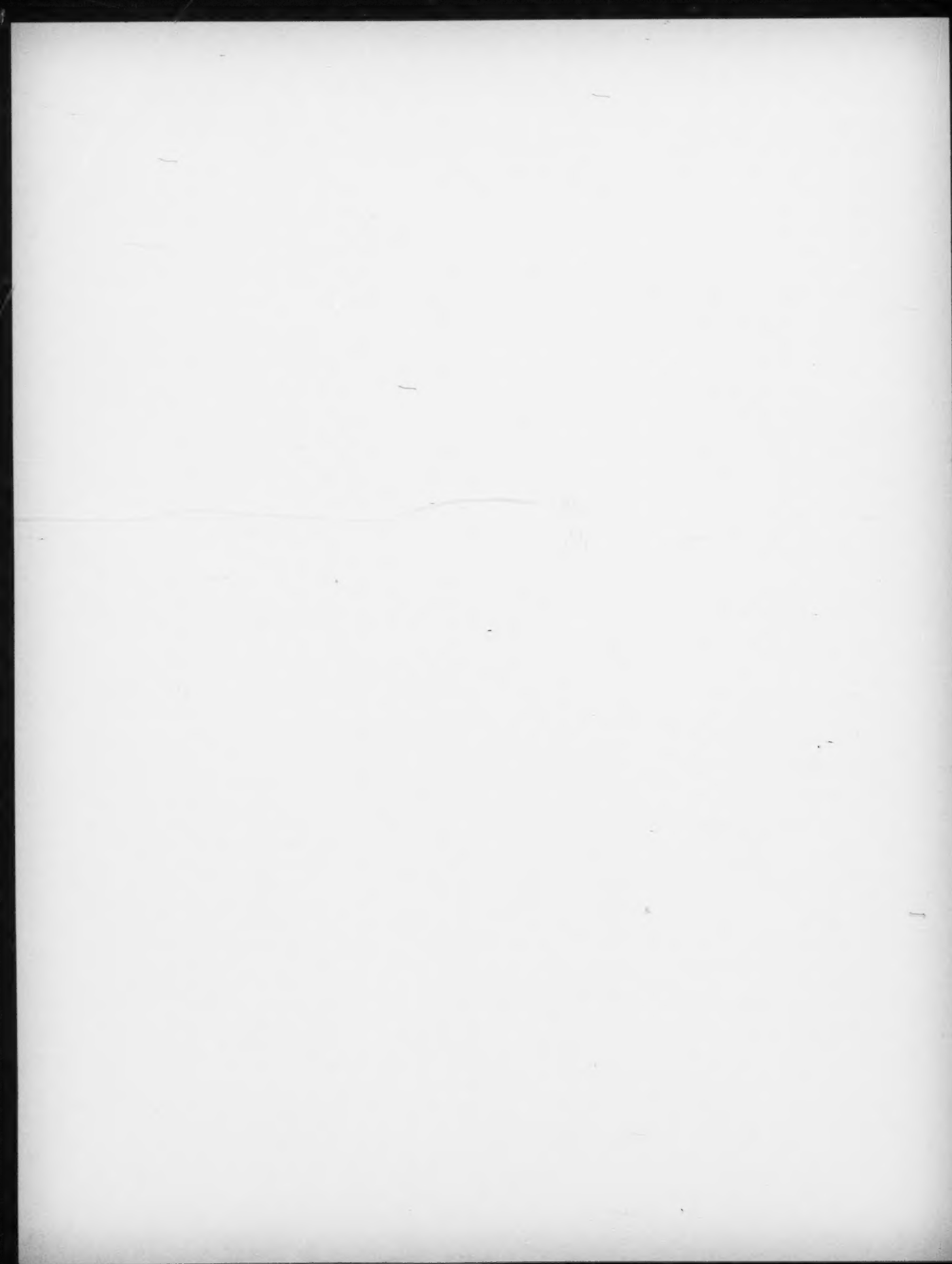
#1980 rather than 1979

**1985 rather than 1986

##1978 rather than 1979

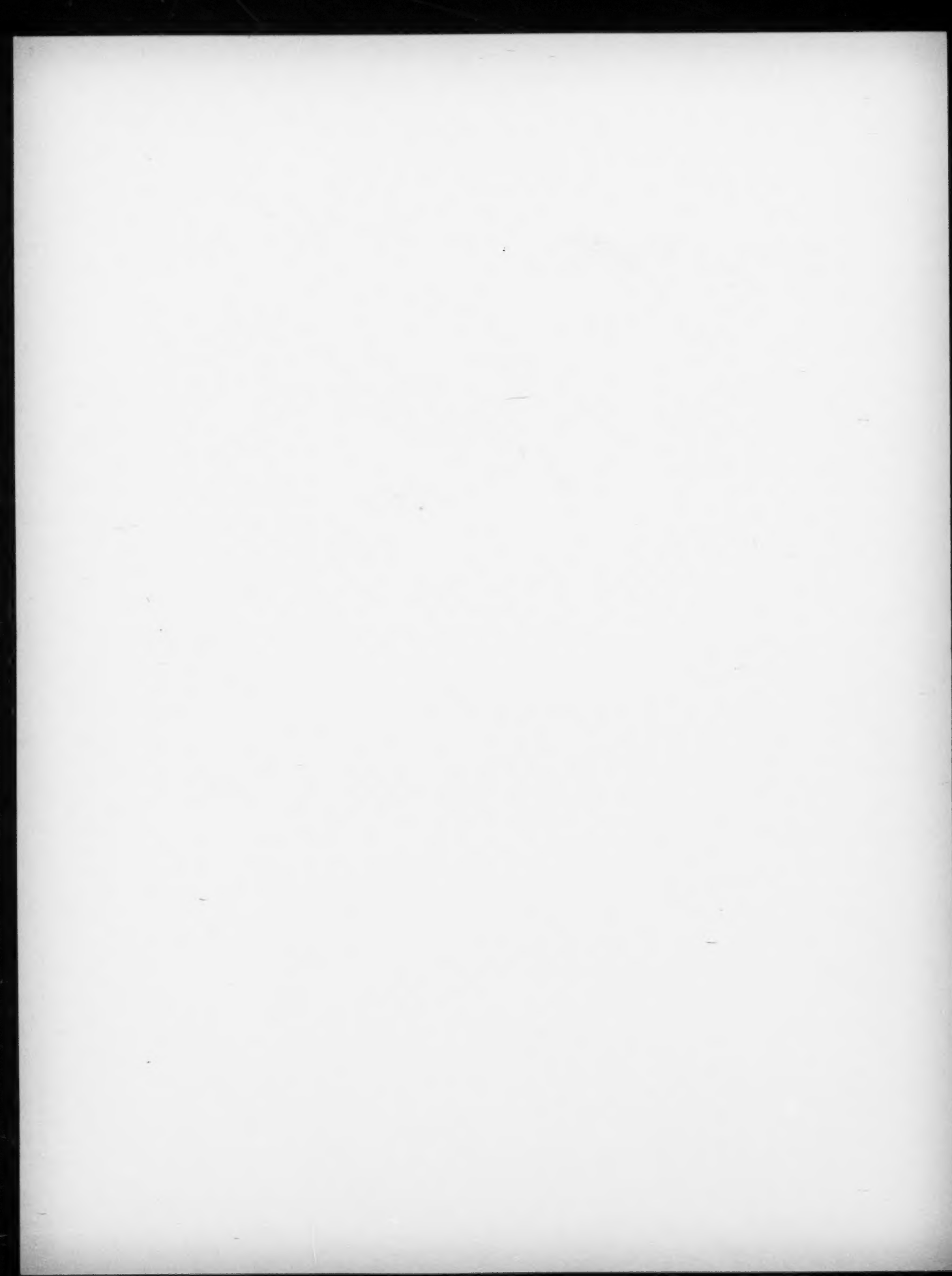
***1984 rather than 1986

³1986 figures include in-kind contributions.



I

HOW TO USE THE GUIDE



A SAMPLE CASE STUDY

The detailed information contained in this book is intended to be of value to managers of both non-profit organizations and corporations. By reading the *Guide*, you can gain a thorough and accurate profile of a particular company's contributions program by carefully studying each item of information.

The companies included in this book have made their guidelines and interests known in an effort to clarify the corporate contributions process. In the same spirit, prospective applicants for corporate support should make every effort to use this information to determine which corporations have a demonstrated interest in their organizations or activities, the types of support they are seeking, and the geographic areas in which they are based. Sending contributions requests to corporations simply because they are listed in the *Guide* is both a waste of time for the applicant and an unnecessary burden for the company solicited. Organizations that request support from companies in which they clearly fall outside those companies' stated interests have virtually no chance to receive support from them.

On pages XXVI - XXIX, a sample entry and response for a hypothetical company, Service Industries, Inc., has been devised to illustrate how to use the information effectively.

Following the proper name and address of Service Industries, Inc., the listing shows that the company has a corporate foundation (1). Companies create foundations for a variety of reasons, the most common being a desire to even out the peaks and valleys in contributions resulting from swings in corporate profits and a desire to increase the company's flexibility in the types and amounts of contributions it makes. Generally, most gifts will be made by the foundation, although some contributions may be made by the corporation itself, depending upon the company's policy and the request made. Item (2) shows that Service Industries, Inc. has contributions contacts for both the corporation and the foundation. In most cases, the principal contact will be the foundation. Contact should not be made, however, until as full a view as possible of Service Industries' policies has been obtained from the full listing and other available sources. Only in rare circumstances should you telephone the contributions officer.

Although often expressed in broad, sweeping statements, a company's contributions objectives (3) afford valuable insight into the overall philosophy which governs its philanthropic activities. As is the case with Service Industries, many companies focus on programs and activities which benefit the communities in which its employees live and work.

Many companies have specific charitable causes that are priorities for their giving. For Service Industries, its greatest emphasis is in supporting higher education, followed by employment training and cultural institutions (4).

The financial profile (5) indicates a total contributions budget for Service Industries of \$5.0 million in 1986, a figure which places it among the leading companies contained in the *Guide*. An examination of the ratio of each giving category to the total budget further indicates a company's relative contributions priorities. For Service Industries, education receives 39 percent of its total contributions, health & welfare 25 percent, arts and culture 20 percent, with the median gift size varying from a low of \$1,000 for other giving to a high of \$20,000 for education. Considered collectively, these figures suggest a range with which to gauge requests.

The number of gifts made gives an indication of the breadth of a company's support—in this case, nearly 400 groups are supported by Service Industries, including 150 civic groups and more than 100 arts and cultural organizations. The Scope of Information (6) shows that Service Industries' listing provides giving information for both the corporation and the foundation combined.

Service Industries gives most of the money in the area surrounding its headquarters town in North Carolina (7). It does, however, give 20 percent of its total contributions budget to areas in which its plants are located. The top five areas for non-home office giving are Texas, Illinois, California, Virginia and New York. The decisions for these contributions are made jointly by the plant staff and the headquarters contributions personnel (9). The vice president at each plant location is the individual to contact first for such requests. The concentration of support in the headquarters location is common among corporations; it also shows that the probability of being funded is theoretically much less if the project is in an outlying area, although this may not be the case if

there are few arts activities and requests in that area.

In addition to a company's expressed geographic areas of interest in the *Guide*, the corporation's annual report can be consulted for plant locations, and the foundation's annual contributions report can help further define geographic areas of interest. If there is some ambiguity in these documents, a list of such areas may be obtained by writing to the contributions staff.

Service Industries issues an annual report on its contributions (10). It is the best source of specific information about the company's giving patterns. Usually, all grants are listed by category (arts, health, etc.), specifying name, amount given, and often a brief sketch of the project funded.

Although Service Industries does not have a specific deadline for applications (11), it has indicated that the best time to apply is in the fall. Deadlines or indications of best times to apply often refer to the internal workings of a company's budget cycle and may indicate periods when the majority of the budget is allocated. There may also be periods immediately preceding meetings of the company's corporate contributions committee (if it has one) and board of directors (if it has to approve all gifts). In the case of other listings in this book, where no deadline or best time to apply is listed, it means that applications are reviewed on a regular basis throughout the year.

Before submitting a detailed proposal, it often is useful to explore in advance whether a company has any interest. In the case of Service Industries, a query letter describing the project (12) is preferred.

If there is interest in your proposal, the procedures to be followed in making an application are given in (13). Service Industries requires a written narrative, which may be a letter or narrative with cover letter, describing the project or organization to be funded. It does not have a specific application form, but does require several other pieces of information: a complete budget, which should allow for comparability with the previous year's budget; the letter from the Internal Revenue Service stating that the applicant is exempt from taxes under section 501(c)(3) of the Internal Revenue Code; a list of board members, whose occupations or affiliations should be identified; a list of contributors; and an audited statement (in some instances, an unaudited statement done by a professional accountant may be acceptable). Other information can be provided, but the whole package should be kept to a minimum. If no requirements are given, generally the best procedure is to submit a package of material similar to that described above.

As shown in (14), the whole process may take two to three months from date of application to date of notification. This is not an abnormal length of time in corporate fundraising, given the volume of applications and relatively infrequent contributions committee and board meetings. In some instances, small requests may be processed sooner, since they may be authorized by the contributions staff without going through the committee process. Such authorizing lim-

its and review procedures vary from company to company. All in all, corporate fundraising needs to be done on a planned basis with long lead times allowed.

Most companies take great care to ensure that they act responsibly toward groups that they support on an ongoing basis. In doing so, companies sometimes choose to allocate all available contributions dollars to only those it currently supports. This most often occurs during a period when a company's earnings are particularly lean. Service Industries, however, shows that it is willing to consider requests from organizations it does not currently support (15).

In addition to cash contributions, Service Industries also provides exhibition and meeting space and, through its skilled employees, offers technical assistance to nonprofit groups in advertising, planning, fiscal management and marketing. Such nonfinancial assistance is an important and growing area of corporate support and varies from company to company according to policy structure and capabilities. Although the exact dollar amount of these services is not often known, the value of such support is frequently substantial. Companies may perform activities such as providing free printing of brochures, donated space and equipment, and volunteers from the company. While some companies have a separate staff contact, the contributions department generally is the first point of contact for such services.

For cultural organizations, the special ARTS SUPPORT section provides additional, detailed information specifically about the company's giving to the arts. Service Industries has a contributions staff person who is responsible for the company's arts support activity (17). This individual is the contact person for requests from arts groups.

Service Industries prefers to support performing arts, museums and united arts funds (18). This information clearly delineates where a company places the emphasis in its support to the arts.

While Service Industries has contributed to many kinds of arts activities and organizations (19), it has not supported literature or film/video projects in the past—an indication that it will probably not do so in the future and that an application in these areas is probably a fruitless exercise for the applicant and an unnecessary task for Service Industries. In addition, Service Industries does not provide support to individual artists, support which an overwhelming majority of companies does not provide. The illustrations shown in item (20) are concrete examples of the company's contributions program and help to clarify further a company's interests by showing specific groups supported, and the amount and purpose of the support.

Service Industries provides all general types of support (21) except endowment campaigns and international cultural exchange. The company will, however, provide funds for general operations, and capital and special projects. It provides in-kind goods and services, technical assistance and sponsors arts activities through its advertising budget. It also has an employee matching gifts program, which usually means that the

company will give to an arts organization an amount equal to or greater than what an employee or employees give to that organization. Although it is a mechanism predominantly linked to support of educational institutions, this concept is an increasingly popular method of arts support as well.

In section (22), Service Industries has checked off the relative emphasis it places on a set of fourteen criteria provided by ACA. While not intended to be used as a rigid scale, it does provide a general indication of a company's preferences and concerns. In the case of Service Industries, geographic location, community impact, employee involvement and management capability are the most important criteria. The amount of gifts from individuals is the least important of the criteria listed. This does not mean it is unimportant, just less important than the other criteria. A project meeting all the criteria rated as 1 is more likely to be funded than one that does not.

Service Industries provides support to the arts in ways other than direct contributions. It sponsors exhibitions, music concerts, festivals and public TV/radio through its advertising and public relations budget and has done so in the amount of \$50,000. In contrast to contributions, which are made primarily for the good of the community or for the overall benefit of the organization's activities, advertising support is given primarily as a means to help im-

prove the corporation's image, hence its inclusion under advertising rather than contributions. By sponsoring attractive projects that have an impact on a large number of people, Service Industries seeks to achieve high visibility and to enhance its image by being associated with such a high-quality activity. Such projects are often funded through a company's advertising budget, which is usually considered and administered quite separately from the contributions budget. The contact at Service Industries is its vice president of advertising (23). A letter should be sent to the contact containing an outline of the project, how the company might benefit from the project and a project budget.

Service Industries has received two awards for its work in the arts (25): the "Business in the Arts Award" given by the Business Committee for the Arts and an award for the company's activities in the state. Such awards indicate the company's high level of commitment to the arts.

As this example indicates, the pages in this book contain a great deal of information about the companies listed—information that is very valuable in developing an effective approach for focusing the right projects at the right companies. Corporate fundraising requires research and planning. This book and this example are designed to help with both.



AMERICAN COUNCIL FOR THE ARTS
1415 Avenue of the Americas, New York, New York 10018
Corporate Support Questionnaire

Company Name Service Industries, Inc.
Address 555 Industrial Lane
City Anytown State NC Zip 66666
Corporate Foundation Name (if any) Service Industries Foundation
Address _____
City _____ State _____ Zip _____
Contact person for contributions (corporation):
[2] Name B. Kathleen Guthrie Title Vice President, Corporate Communications
Telephone number (777) 888-9191
Contact person for contributions (foundation):
[3] Name John T. Smith Title Executive Director
Telephone number (777) 888-9192

Information is for Fiscal Year ending June 19 87.

[7] 1 Information for Corporation and Foundation combined
Corporation Only Yes ☒ No ☐ Foundation Only Yes ☐ No ☐
Corporation and Foundation combined Yes ☒ No ☐
[4] 2 Company Contributions Objectives To better society and support the community
in which our employees live and work
[5] 3 Are there any specific charitable causes that your company prefers to support? Yes ☒ No ☐
If yes, please list the top three in order of importance:
1 Higher education
2 employment training
3 arts institutions

[6] 4 Analysis of Contributions Please itemize the following for the corporation and corporate foundation combined.
If possible, Note: While "None" in any category which your company does not support.

	Total Amount	Largest Gift	No. Gifts	Med. Gift
Total Contributions	\$ 5,000,000	90,000	105	2,500
Arts & Culture	\$ 1,000,000	100,000	36	7,500
Health & Welfare	\$ 1,250,000	225,000	80	20,000
Education	\$ 1,950,000	775,000	150	3,000
Civic	\$ 25,000	10,000	10	1,000
Other	\$ 25,000	10,000	10	1,000

[8] 5 What geographic areas does your contributions program encompass?
Yes ☐ No ☐ Approx. % of Budget
International ☐ ☐ 20 %
National ☐ ☐ 20 %
Home Office ☐ ☐ 60 %
Office Locations ☐ ☐ %
Plant Locations ☐ ☐ %
Sales Locations ☐ ☐ %
Other (Specify) _____ %

Please list the top five locations for giving outside the home office

[9] 1 Texas 4 Virginia
2 Illinois 5 New York
3 California

[10] 6 Who makes decisions for non home office contributions?

Yes ☐ No ☐
Home Office only ☐ ☐
Field Office only ☐ ☐
Who should be contacted first for non home office requests?
Home ☐ Field ☐
If Field, what is the position of the field person to contact? vice president

[11] 7 Do you publish an annual report on contributions? Yes ☐ No ☐
If not, are you planning to do so? Yes ☐ No ☐ For Year 19 88

[12] 8 Is there a deadline for applications? Yes ☐ No ☒
If yes, the deadline is _____ If no, the best time to apply is Fall

9 Are written guidelines available on request? Yes ☒ No ☐

[13] 10 What is the preferred initial contact for contributions requests?

Yes ☐ No ☐
Query Letter Describing Project ☐ ☐ Personal Visit ☐
Phone Call ☐ ☐ Complete proposal with budget ☐
Other (Specify) _____

[14] 11 Materials requested with an application are

Yes ☐ No ☐
Letter/Narrative ☐ ☐ Board List ☐
Complete Budget ☐ ☐ Contributors List ☐
IRS Letter ☐ ☐ Audited Statement ☐
Application Form ☐ ☐ Other (Specify) _____

12 How many weeks should an applicant allow for full review and decision?
8-10

[15] 13 Do you consider requests from groups not currently being supported by your company? Yes ☐ No ☐
If no, when might you again do so? _____

14 In-Kind Services and Technical Assistance

Contact person (if other than above) _____ Telephone _____
Title _____

[16] 15 What in-kind services does your company provide?

Yes ☐ No ☐
Printing ☐ ☐ Meeting space ☐
Exhibition space ☐ ☐ Donated materials ☐
Performance space ☐ ☐ Donated company products/services ☐
Other (Specify) _____

[17]

What kinds of technical assistance does your company provide?

Advertising	Yes ☒	No ☐
Planning	Yes ☒	No ☐
Accounting/Fiscal Management	Yes ☒	No ☐
Legal	Yes ☒	No ☐
Marketing	Yes ☒	No ☐
General Management	Yes ☒	No ☐
Design Services	Yes ☒	No ☐
Other (Specify) _____	Yes ☒	No ☐

ARTS SUPPORT

(Please skip to Question 24 if you do not support the arts.)

[18] 15 Arts Contributions Contact (if other than above)
 Name William A. Bayer Vice President, Cultural Affairs
 Telephone (777) 888-9391 Title _____

[19] 16 Do you have specific arts forms/arts organizations to which you prefer to give? Yes ☒ No ☐
 If yes, Please list the top three in order of importance:
 1. Performing Arts 3. United Arts Fund
 2. museums

[20] 17 What kinds of arts organizations/activities will you consider supporting?

All types (if checked, then skip to next question)	Yes ☒	No ☐
Arts Centers	Yes ☒	No ☐
Arts Councils/United Arts Funds	Yes ☒	No ☐
Community Arts Groups	Yes ☒	No ☐
Literature	Yes ☒	No ☐
Museums	Yes ☒	No ☐
National Organizations	Yes ☒	No ☐
Performing Arts	Yes ☒	No ☐
Other (Specify) _____	Yes ☒	No ☐

[21] 18 Please give examples of recent recipients of your arts contributions

Recipient	Amount	Purpose
National Arts Center	\$90,000	operating support
Anytown Symphony	\$15,000	general support
Anytown Museum	\$10,000	American Artists exhibit
Branchtown United Arts Fund	\$10,000	annual campaign
WXTZ (Public Television)	\$5,000	capital campaign

[22] 19 Please indicate the kinds of arts support your company will normally consider

General operating expenses	Yes ☒	No ☐
Capital projects	Yes ☒	No ☐
Endowment campaigns	Yes ☒	No ☐
Special projects	Yes ☒	No ☐
In-kind goods/services	Yes ☒	No ☐
International cultural exchange	Yes ☐	No ☒
Sponsorships through advertising/PR	Yes ☒	No ☐
Technical assistance from company personnel	Yes ☒	No ☐
Employee matching gifts	Yes ☒	No ☐

[23]

20 Please indicate the importance of the following in your evaluation of arts requests on a scale of 1-5, where 1 = most important and 5 = least important.

	1	2	3	4	5
Geographical location	☒	☐	☐	☐	☐
Impact on local community	☒	☐	☐	☐	☐
Employee involvement	☒	☐	☐	☐	☐
Publicity value	☒	☐	☐	☐	☐
Support by other firms	☒	☐	☐	☐	☐
Matching grants	☒	☐	☐	☐	☐
Support by foundations/government	☒	☐	☐	☐	☐
Size of audience	☒	☐	☐	☐	☐
Quality of applications	☒	☐	☐	☐	☐
Gifts from individuals	☒	☐	☐	☐	☐
Coordination with similar groups	☒	☐	☐	☐	☐
Artistic merit	☒	☐	☐	☐	☐
Management capability	☒	☐	☐	☐	☐
Board of directors	☒	☐	☐	☐	☐
Other (Specify) _____	☒	☐	☐	☐	☐

[24] 21 Sponsorships through advertising/public relations

Contact (if other than above) David Lee
 Vice President, Advertising Telephone (777) 888-9494

[25]

Estimated Total Budget for Sponsorships \$ 50,000

[26]

What kinds of arts sponsorships do you support?

	Yes	No
Exhibitions	☒	☐
Music concerts	☒	☐
Dance	☒	☐
Plays	☒	☐
Performance tours	☒	☐
Competitions	☒	☐
Festivals	☒	☐
Public TV/Radio	☒	☐
Advertising	☒	☐
Memberships	☒	☐
Gifts/benefits	☒	☐

[27] 22 Please list any local, national or international awards your company has received for its support of the arts

Award	Date	Description
Business in the Arts Award	1985	Anytown Cultural Development
Governor's Arts Award	1986	Young Artists Performance Series

23 International Cultural Support If your company supports international cultural activities, please complete and return the attached questionnaire

24 Date _____
 Telephone _____
 Person completing questionnaire _____
 Title _____

Service Industries, Inc.
555 Industrial Lane
Anytown, NC 66666

Foundation/Trust:

**[1] The Service Industries
Foundation**

[2] Corporate contact: B. Kathleen Guthery, Vice President, Corporate Communications
Phone: (777) 888-9191

[3] Foundation contact: John T. Smith, Executive Director
Phone: (777) 888-9292

Information year: June 1987

[4] Contributions objectives: To better society and support the communities in which our employees live and work

[5] Preferred charitable causes: Higher education; employment training; arts institutions

[6] Total contributions: \$5,000,000

Arts & culture: Total contributions, \$1,000,000; largest contribution, \$90,000; number of contributions, 105; median contribution, \$2,500

Health & welfare: Total contributions, \$1,250,000; largest contribution, \$300,000; number of contributions, 36; median contribution, \$7,500

Education: Total contributions, \$1,950,000; largest contribution, \$225,000; number of contributions, 80; median contribution, \$20,000

Civic: Total contributions, \$775,000; largest contribution, \$25,000; number of contributions, 150; median contribution, \$2,000

Other: Total contributions, \$25,000; largest contribution, \$10,000; number of contributions, 10; median contribution, \$1,000

[7] Scope of information: Corporation and foundation combined

[8] Geographic areas encompassed by arts contributions: National, 20%; home office, 60%; plant locations, 20%;

[9] Top non-home office locations for contributions: Texas; Illinois; California; Virginia; New York

[10] Non-home office contributions decisions: Home and field offices jointly
Initial contact for non-home office request: Field—Vice President

[11] Annual report on contributions: Yes

[12] Best time to apply: Fall
Written guidelines available: Yes

[13] Preferred initial contact: Query letter describing project

[14] Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

[15] Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

[16] In-kind services provided: Exhibition space, meeting space, donated company products/services

[17] Technical assistance provided: Advertising, planning, accounting/fiscal management, marketing

ARTS SUPPORT

[18] Contact: Jill A. Bayer, Vice President, Cultural Affairs
Phone: (777) 888-9393

[19] Preferred arts organizations/activities: Performing Arts, museums, united arts fund

[20] Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

- [21] **Recent examples of arts contributions**
recipients: National Arts Center, \$90,000,
operating support; Anytown Symphony,
\$15,000, general support; Anytown Museum,
\$10,000, American Artists exhibit; Branchtown
United Arts Fund, \$10,000, annual campaign;
WXYZ (Public Television), \$5,000, capital
campaign
- [22] **Kinds of support normally considered:** General
operating expenses, capital projects, special
projects, in-kind goods/services, sponsorships
through advertising/PR, technical assistance
from company personnel, employee matching
gifts
- [23] **Evaluation criteria for arts requests (scale 1-5:**
1=most important, 5=least important)
1—Geographical location, impact on local
community, employee involvement,
management capability
2—Quality of applications, coordination with
similar groups, artistic merit
3—Publicity value, size of audience, board of
directors
4—Support by other firms, matching grants,
support by foundations/government
5—Gifts from individuals

**Sponsorships through Advertising/Public
Relations**

- [24] **Contact:** David Lee, Vice President,
Advertising
Phone: (777) 888-9494
- [25] **Estimated total budget for sponsorships:**
\$50,000
- [26] **Kinds of arts sponsorships supported:**
Exhibitions, music concerts, festivals, public
TV/radio
- [27] **Awards received for arts support:** Business in
the Arts Award, 1985, Anytown Cultural
Development; Governor's Arts Award, 1986,
Young Artists Performance Series

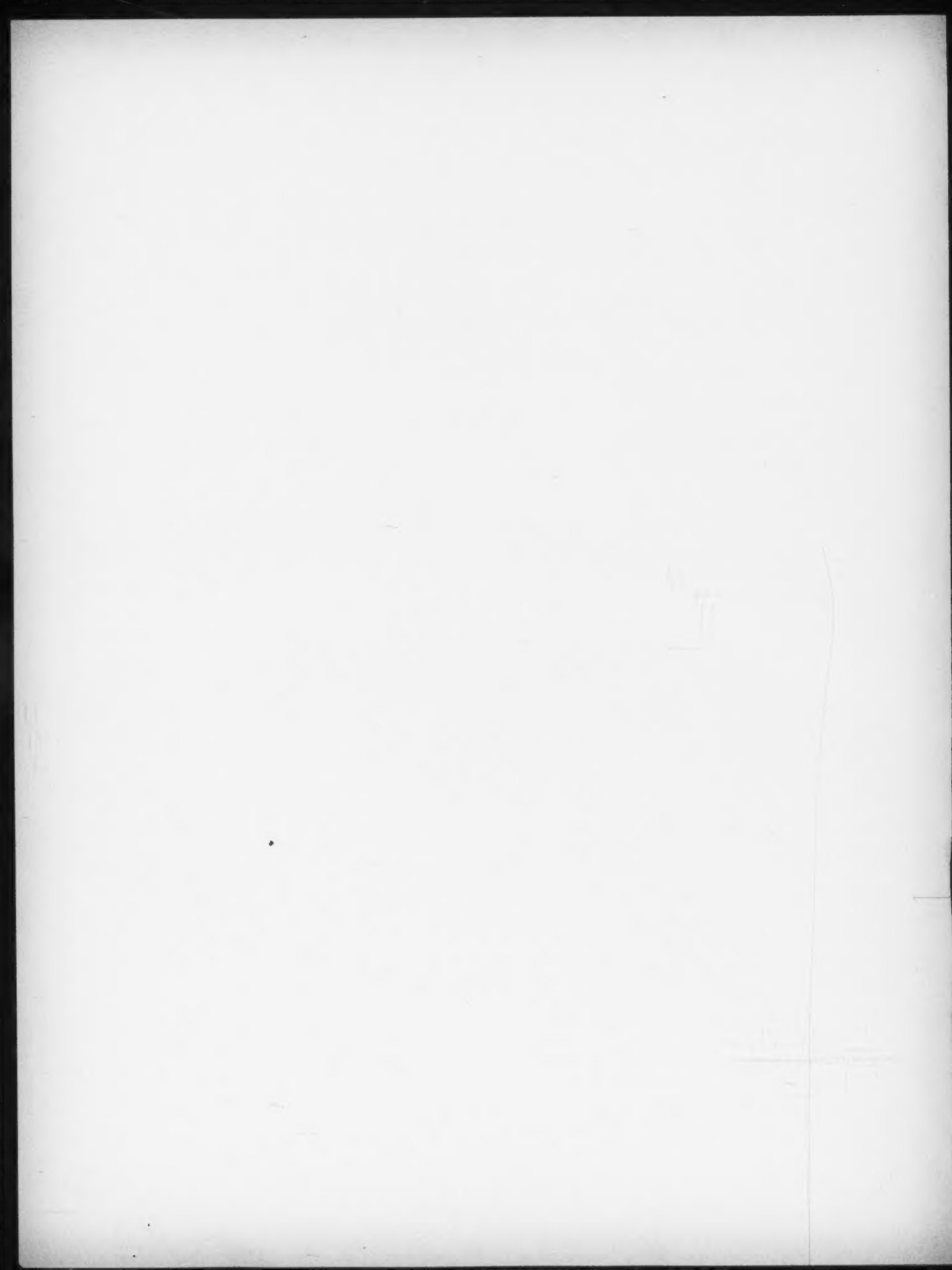
EXPLANATORY NOTES

The following explanatory notes outline standard procedures used in presenting the information and should be referred to in conjunction with the listings:

- 1 The companies are listed in alphabetical order and are indexed in six ways: alphabetically, geographically, by types of arts organizations/activities supported, by types of arts sponsorships supported through advertising/public relations, by types of in-kind service/technical assistance provided and by types of support.
- 2 The information listed for contact, contributions, geographic area, non-home office contributions decisions and application procedures and requirements apply to all contributions for the company unless otherwise noted.
- 3 The contact person for in-kind services and technical assistance, for arts support or for sponsorships through advertising/public relations is the corporate or foundation contact listed unless otherwise specified.
- 4 If no contributions contact or phone number is listed, the corporation did not wish to have one published.
- 5 Where a foundation or trust is listed without an address, the address is the same as the one listed for the corporation.
- 6 Where a company's address is listed under the foundation (or trust), either the information is for the foundation only, or the information is for the corporation and foundation combined and the principal contact is the foundation.
- 7 If no contributions dollar amounts are listed for a particular category of giving, the corporation did not make that information available.
- 8 If the word *none* appears in a particular category, the company does not make contributions in that area.
- 9 If a percentage is listed for a specific category's contributions dollar amount, it denotes the percentage of contributions that are given in that area.
- 10 Some companies in the *Guide* have suspended their contributions programs. This information should be used accordingly.
- 11 Where companies make contributions outside the home office area and the preferred initial contact is the field office, the title of the contact person is given where available.
- 12 The ARTS SUPPORT section following each company's general listing provides additional, detailed information specifically about its arts giving.
- 13 If the ARTS SUPPORT section does not appear within a company's listing, either that company does not include arts support or the arts are not a high priority in its contributions program.
- 14 The symbol n/a following any category indicates that the company did not wish to publish that information, did not have that information available, or did not choose to answer the question.
- 15 If a particular category of information does not appear within a company's listing, the question was not answered or was answered negatively.
- 16 If a particular evaluation criterion is not listed, the corporation did not rate it at all, probably indicating that it is not a factor in evaluating contributions requests.

II

THE GUIDE



AMCORE Financial, Inc. Rockford, IL

Foundation/Trust:
AMCORE Foundation, Inc.
501 Seventh Street
P.O. Box 1537
Rockford, IL 61110

Corporate contact: J. Peter Jeffrey, Vice
Chairman
Phone: (815) 968-2241

Foundation contact: Charles P.A. Frankenthal,
Senior Vice President
Phone: (815) 968-2241

Information year: 1986

Total contributions: \$122,033

Arts & culture: Total contributions, \$10,800;
largest contribution, \$5,000; number of
contributions, 5

Health & welfare: Total contributions,
\$93,683; largest contribution, \$10,000; number
of contributions, 7

Education: Total contributions, \$13,050; largest
contribution, \$4,500; number of contributions,
6

Civic: Total contributions, \$2,000; largest
contribution, \$500; number of contributions, 6

Other: Total contributions, \$2,500; largest
contribution, \$2,500; number of contributions,
1

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
13

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

Technical assistance provided: General
management

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, literature, museums, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video

**Recent examples of arts contributions
recipients:** Ravinia Festival, New American
Theater, Rockford Symphony Orchestras,
Rockford Art Museum, Rockford Dance
Company

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, technical assistance from
company personnel

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Artistic merit, management capability,
board of directors
- 2—Geographical location, impact on local
community, employee involvement,
publicity value
- 3—Support by other firms, quality of
applications, coordination with similar
groups
- 4—Matching grants, support by foundations/
government, size of audience, gifts from
individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

AMEV Holdings, Inc.
One World Trade Center
Suite 5001
New York, NY 10048

Foundation/Trust:
AMEV Foundation

Information year: 1985

Total contributions: \$20,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%
Initial contact for non-home office request: Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: maximum 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: Special projects

ARCO
Los Angeles, CA

Foundation/Trust:
Arco Foundation
515 South Flower Street
Los Angeles, CA 90071

Foundation contact: Lucretia Cloran, Program Associate
Phone: (213) 486-3342

Information year: 1986

Contributions objectives: Grantmaking is an opportunity to meet concerns shared by the corporation and selected groups in our places of business

Total contributions: \$17,940,000

Arts & culture: Total contributions, \$2,397,951; largest contribution, \$150,000; number of contributions, 1,281; median contribution, \$11,014 (direct grants)

Health & welfare: Total contributions, \$894,798; largest contribution, \$50,000; number of contributions, 2,889; median contribution, \$10,576 (direct grants)

Education: Total contributions, \$5,980,055; largest contribution, \$150,000; number of contributions, 5,488; median contribution, \$19,098 (direct grants)

Civic: Total contributions, \$6,591,983; largest contribution, \$75,000; number of contributions, 4,542; median contribution, \$9,986 (direct grants)

Other: Total contributions, \$2,074,861 (public information and environment); largest contribution, \$600,000; number of contributions, 2,468; median contribution, \$21,590 (direct grants)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Dallas; Anchorage; Philadelphia; Denver

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—manager of public or community affairs

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, 990 form
Weeks required for full review and decisions: 4-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management, design services

ARTS SUPPORT

Preferred arts organizations/activities:

Community outreach, access to underserved groups

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Music Center Unified Fund, \$85,000, master classes for minority youth; Dance Theatre of Harlem, \$50,000, "Arts Exposure Week" in Los Angeles; American Ballet Theatre, \$15,000, tickets for minority youths; Dallas Civic Opera, \$30,000, operating support; Houston Museum of Fine Arts, \$200,000, hispanic art exhibition

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit, management capability, access

2—Employee involvement, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

3—Publicity value, matching grants, size of audience

4—Support by other firms

Sponsorships through Advertising/Public Relations

Contact: Larry Bershon, Director, Creative Services

Phone: (213) 486-0135

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, advertising, gala benefits

Awards received for arts support: Philanthropy Award, National 1st

AT&T New York, NY

Foundation/Trust:
AT&T Foundation
550 Madison Avenue
New York, NY 10022

Corporate contact: Gary E. Doran, District Manager, Corporate Contributions
Phone: (212) 605-6696

Foundation contact: Sheila Connolly, Secretary
Phone: (212) 605-6680

Information year: 1986

Contributions objectives: The AT&T Foundation's scope is national, emphasizing support of private higher education, institutions and projects in health care, social action and the arts. Its aid to local communities is provided primarily through the United Way. In each of its program areas, the Foundation seeks institutions, organizations and projects whose aim is to advance the full participation of women and minorities in our society.

Total contributions: \$29,788,677 (does not include corporate giving of approximately \$6,500,000 cash and \$50,000,000 in computer donations to institutions of higher education)

Arts & culture: Total contributions, \$3,547,120 (does not include 13,465 employee matching gifts totaling \$747,296); largest contribution, \$400,000; number of contributions, 239; median contribution, \$15,000

Health & welfare: Total contributions, \$8,007,225 (includes Foundation contributions to United Ways, but excludes employee contributions); largest contribution, \$400,000; number of contributions, 306; median contribution, \$25,000

Education: Total contributions, employee; largest contribution, \$2,000,000; number of contributions, 572; median contribution, \$20,000

Civic: Total contributions, \$2,325,000; largest contribution, \$1,000,000; number of contributions, 96; median contribution, \$25,000

Other: Total contributions, \$769,500; largest contribution, \$400,000; number of contributions, 38; median contribution, \$20,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 95%; home office, 5%

Top non-home office locations for contributions: New Jersey; Atlanta; Chicago; Dallas; San Francisco

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—regional contributions coordinator

Annual report on contributions: Yes

Best time to apply: First half of calendar year
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, taxpayer ID#, documentation of need

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Contact: Esther Novak, Vice President, Cultural Programs
Phone: (212) 605-6695

Preferred arts organizations/activities: Performing arts

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Corporate Fund for Dance, \$15,000; Meet the Composer, \$20,000; Lincoln Center, \$50,000; The Acting Company, \$25,000; American Council for the Arts, \$95,000 in 1984, \$35,000 in 1985

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, artistic merit, management capability, national stature
- 2—Geographical location, size of audience
- 3—Impact on local community, publicity value, support by other firms, matching grants, support by foundations/government, coordination with similar groups, board of directors
- 5—Employee involvement, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Ralph Z. Manna, District Manager, Advertising
Phone: (212) 605-6721

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, performance tours, festivals, public TV/radio, advertising, gala benefits

Awards received for arts support: Business in the Arts Award, 1985, 1986; Governor's Award (Illinois); New York City Mayor's Award for Art and Culture; Morris (New Jersey) Area Arts Council Award

AXIA Incorporated 122 West 22nd Street Oak Brook, IL 60521

Corporate contact: Dennis W. Sheehan, Chairman, President and Chief Executive Officer
Phone: (312) 571-3350

Information year: FY ending December 1986

Total contributions: \$31,797

Arts & culture: Total contributions, \$5,700; largest contribution, \$1,500; number of contributions, 8; median contribution, \$500

Health & welfare: Total contributions, \$11,747; largest contribution, \$5,000; number of contributions, 13; median contribution, \$300

Education: Total contributions, \$3,700; largest contribution, \$2,000; number of contributions, 4; median contribution, \$500

Civic: Total contributions, \$9,150; largest contribution, \$3,000; number of contributions, 10; median contribution, \$600

Other: Total contributions, \$1,500; largest contribution, \$1,500; number of contributions, 1; median contribution, \$1,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: End of calendar year
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio, symphony/chamber orchestra

Advanced Micro Devices Inc. P.O. Box 453 901 Thompson Place Sunnyvale, CA 94086

Corporate contact: Cherie L. Miller, Corporate Contributions Officer
Phone: (408) 732-2400

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: Maximum 12

Aeroquip Corporation Jackson, MI

Foundation/Trust:
Aeroquip Foundation
300 South East Avenue
Jackson, MI 49203

Foundation contact: D.E. Rainey, Secretary-Treasurer
Phone: (517) 787-8121

Information year: 1985

Preferred charitable causes: United Way; education

Total contributions: \$179,000

Arts & culture: Total contributions, \$49,400; largest contribution, \$33,300; number of contributions, 8

Health & welfare: Total contributions, \$3,500; largest contribution, \$2,000; number of contributions, 5

Education: Total contributions, \$36,425; largest contribution, \$8,000; number of contributions, 21

Civic: Total contributions, \$14,400; largest contribution, \$10,000; number of contributions, 6

Other: Total contributions, \$74,000 (United Way, Junior Achievement); largest contribution, \$35,500; number of contributions, 25

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 40%; plant locations, 60%

Non-home office contributions decisions: Home and field offices jointly
Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: May to December
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Complete budget, IRS letter
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Music, museums

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Jackson Symphony Orchestra, Ella Sharp Museum Association, Michigan Foundation for the Arts

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, quality of applications, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government, artistic merit
- 4—Gifts from individuals, coordination with similar groups

Aetna Life and Casualty
151 Farmington Avenue
Hartford, CT 06156

Foundation/Trust:
Aetna Life and Casualty
Foundation, Inc.

Corporate contact: Patricia A. Sheeran,
Director, Corporate Public Involvement
Phone: (203) 273-6377

Information year: 1985

Total contributions: \$6,796,018

Arts & culture: Total contributions, \$513,179;
largest contribution, \$165,000; number of
contributions, 36

Health & welfare: Total contributions,
\$2,116,732; largest contribution, \$321,112

Education: Total contributions, \$2,048,819;
largest contribution, \$250,000

Civic: Total contributions, \$1,890,850; largest
contribution, \$200,000

Other: Total contributions, \$226,438; largest
contribution, \$25,000

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, 50%; home office,
33%; plant locations, 17%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: Spring

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list
Weeks required for full review and decisions:
3-6

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions
recipients: Greater Hartford Arts Council,
Affiliate Artists, Connecticut Educational
Telecommunications Corporation, Grand
Rapids Symphony Society, Metropolitan Opera
Association

Kinds of support normally considered: Special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, quality of applications, artistic
merit, management capability
 - 2—Matching grants, support by foundations/
government, size of audience
 - 3—Employee involvement, publicity value,
support by other firms, gifts from
individuals, coordination with similar
groups
 - 4—Board of directors
-
-

Agway Incorporated **Syracuse, NY**

Foundation/Trust:
Agway Foundation
P.O. Box 4933
Syracuse, NY 13221

Foundation contact: Art Fogerty, Chairman of
Foundation
Phone: (315) 477-7061

Information year: 1986

Contributions objectives: Contributions are
made to nonprofit agricultural organizations in
the northeast

Arts & culture: Total contributions, n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: 12 northeast states

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 5-7

Consider requests from organizations not currently being supported: Yes

Air Products and Chemicals, Inc.

**P.O. Box 538
Allentown, PA 18105**

Foundation/Trust:

**The Air Products Foundation
Route 222**

**c/o Air Products and Chemicals, Inc.
Trexlerstown, PA 18087**

Corporate contact: Pamela S. Handwerk,
Manager, Corporate Philanthropy and
Contributions Officer
Phone: (215) 481-8079

Information year: FY ending September 1986

Contributions objectives: To support communities through philanthropic resources in locations where Air Products has a presence

Total contributions: \$2,399,600

Arts & culture: Total contributions, \$176,200; largest contribution, \$10,000

Health & welfare: Total contributions, \$627,300; largest contribution, \$108,000

Education: Total contributions, \$1,277,900; largest contribution, \$50,000

Civic: Total contributions, \$318,200; largest contribution, \$75,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, 5%; national, 55%; home office, 25%; plant locations, 15%

Top non-home office locations for contributions: Calvert City, KY; Pensacola, FL; Baton Rouge, LA; Kingsport, TN

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—plant manager/sales manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated equipment

Technical assistance provided: General assistance to nonprofit organizations

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pennsylvania Stage Company, \$10,000, underwriting grant/corporate sponsor; MAYFAIR, \$4,000, underwriting grant/festival sponsor; Community Music School, \$1,000, underwriting grant; Allentown Art Museum, \$5,000, operating expenses; Touchstone Theatre, \$5,000, capital grant

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, fiscal responsibility
- 3—Support by other firms, quality of applications, artistic merit, management capability, board of directors
- 4—Publicity value, gifts from individuals, coordination with similar groups
- 5—Matching grants, support by foundations/government

Alberto-Culver Company
2525 Armitage Avenue
Melrose Park, IL 60160

Corporate contact: James V. O'Connor, Public Relations Director
Phone: (312) 450-3005

Information year: 1986

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: After October 1
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6, contributions committee meets quarterly

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Art Institute of Chicago, \$500

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Impact on local community
- 4—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government

Alexander & Baldwin, Inc.
P.O. Box 3440
Honolulu, HI 96801

Corporate contact: John B. Kelley, Vice President, Public Relations
Phone: (808) 525-6640

Information year: 1986

Total contributions: \$2,028,000

Arts & culture: Total contributions, \$400,000

Health & welfare: Total contributions, \$464,000

Education: Total contributions, \$759,000

Other: Total contributions, \$405,000 (includes civic)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 68%; subsidiaries, 32%

Top non-home office locations for contributions: Hawaii only

Non-home office contributions decisions: home office and subsidiaries

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: General counseling on funding solicitation

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Hawaii Opera Theatre, \$50,000, capital/operating expenses; Hawaii Performing Arts Company, \$65,000, capital/operating expense; Honolulu Symphony Society, \$140,000, endowment/operating expenses; Bishop Museum, \$190,000, matching gift/operating expenses; Honolulu Boys Choir, \$3,000, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Employee involvement
- 4—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising, memberships, Affiliate Artist in community

Allegis Corporation Chicago, IL

Foundation/Trust:
Allegis Foundation
P.O. Box 66919
Chicago, IL 60666

Foundation contact: James F. Harris, Vice President and Executive Director, Foundation
Phone: (312) 952-4992

Information year: 1985

Contributions objectives: It is the goal of Allegis Foundation to help the subsidiary companies fulfill their corporate social responsibility; to preserve and improve the society in which they operate; to strengthen the goodwill, respect, and confidence in these companies; to develop imaginative, creative and innovative programs and to provide a leadership role in charitable activities in both the travel service industry and in all American industry.

Preferred charitable causes: Volunteerism; travelers' safety; drug and alcohol abuse

Total contributions: \$1,510,128

Arts & culture: Total contributions, \$247,500; largest contribution, \$100,000; number of contributions, 26

Health & welfare: Total contributions, \$697,650 (includes United Way); largest contribution, \$10,000 (not including United Way); number of contributions, 162 (includes 134 United Ways)

Education: Total contributions, \$454,478; largest contribution, \$250,000; number of contributions, 32 (not including scholarships for children of employees)

Civic: Total contributions, \$94,000; largest contribution, \$25,000; number of contributions, 15

Other: Total contributions, \$16,500; number of contributions, 6

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 2%; home office, 25%; plant locations, 73%

Top non-home office locations for contributions: Denver; San Francisco; Los Angeles; Honolulu; Seattle

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Application deadline: 40-60 days prior to quarterly meetings in March, June, September and December

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Art Institute of Chicago, Lincoln Center, WBGH (Public Television), Cleveland Museum of Natural History, Corporate Council of the Arts (Seattle)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms, support by foundations/government, size of audience, artistic merit, board of directors
- 3—Employee involvement, publicity value, matching grants, quality of applications
- 4—Gifts from individuals, coordination with similar groups

The Allen Group Inc.
534 Broad Hollow Road
Melville, NY 11747

Foundation/Trust:
The Allen Group Foundation

Corporate contact: Mary E. Kearns, Manager, Public Relations

Phone: (516) 293-5500

Information year: 1986

Contributions objectives: To foster employee volunteerism through monetary contributions to organizations and projects in which employees are directly involved.

Total contributions: n/a

Arts & culture: Total contributions, 8%; number of contributions, 13

Health & welfare: Total contributions, 50%; number of contributions, 49

Education: Total contributions, 25%; number of contributions, 26

Civic: Total contributions, 11.5%; number of contributions, 25

Other: Total contributions, 5.5%; number of contributions, 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: National Rubber Company; G & O Manufacturing Co.; The Allen Group Puerto Rico Inc; The Antenna Specialists Company; The Crown Divisions

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, audited statement

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: LIU Concert Theater; Long Island Philharmonic; Theatre Three, signed performances for the deaf; Carnegie Hall, building restoration fund.; WNET (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability
- 3—Geographical location, matching grants, quality of applications, coordination with similar groups
- 4—Size of audience, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: 7%

Kinds of arts sponsorships supported: Music concerts, dance, plays, festivals, public TV/radio, gala benefits

Allied Products Corporation
10 South Riverside Plaza
Chicago, IL 60606

Foundation/Trust:
Allied Products Corporation
Charitable Trust

Corporate contact: Carolyn Williams, Vice President, Planning and Resources
Phone: (312) 454-1020

Information year: 1986

Contributions objectives: All contribution programs have been cancelled and reinstatement is not in the foreseeable future.

Total contributions: none

Scope of information: Corporation and foundation combined

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Allied-Signal Inc. Morristown, NJ

Foundation/Trust:
Allied-Signal Foundation Inc.
P.O. Box 2245R
Morristown, NJ 07960

Corporate contact: Mrs. Gail Trippi
MacKinney, Manager, Administration
Phone: (201) 455-5877

Information year: 1986

Total contributions: \$6,674,571

Arts & culture: Total contributions, \$548,700; largest contribution, \$80,000; number of contributions, 101

Health & welfare: Total contributions, \$2,685,242 (includes United Way); largest contribution, \$300,000

Education: Total contributions, \$3,165,179 (includes matching gifts); largest contribution, \$94,000

Other: Total contributions, \$275,450; largest contribution, \$32,500; number of contributions, 62

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: July-September

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget, 501(c)(3) status with proposal

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, \$25,000; Kennedy Center, \$80,000; Arts Center of the Morris Area, \$5,000; Jacobs Pillow Dance Festival, \$2,500; New Jersey Ballet Company, \$5,000

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups
- 2—Employee involvement, artistic merit, management capability
- 3—Publicity value, support by other firms, size of audience, quality of applications, board of directors
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals

Allied Van Lines, Inc.
P.O. Box 4403
Chicago, IL 60680

Corporate contact: Laura Ganson, Manager,
Corporate Communications
Phone: (312) 681-8000

Information year: 1986

Contributions objectives: To support national organizations with a focus on education; local representatives initiate their own guidelines and objectives

Preferred charitable causes: Education; scholarship funds

Total contributions: n/a

Scope of information:

Geographic areas encompassed by arts contributions: National, office locations, sales locations

Annual report on contributions: No

Best time to apply: Fall/winter
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services, transportation

Technical assistance provided: Advertising

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, all arts contributions are handled on local basis only

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
 - 2—Impact on local community, employee involvement, artistic merit, management capability
 - 3—Publicity value, support by other firms, size of audience, quality of applications, coordination with similar groups
 - 4—Support by foundations/government, gifts from individuals, board of directors
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Allis-Chalmers Corporation
P.O. Box 512
West Allis, WI 53201

Corporate contact: Charles Parker Jr., Vice President, Communications and Public Affairs
Phone: (414) 475-2000

Information year:

Contributions objectives: The foundation has been dissolved and contributions eliminated

Total contributions: none

Allstate Insurance Company
Northbrook, IL

Foundation/Trust:
Allstate Foundation
Allstate Plaza 73
Northbrook, IL 60062

Foundation contact: Betty L. Wolfram,
Executive Director
Phone: (312) 291-5502

Information year: FY ending December 1986

Preferred charitable causes: Urban community development; civic

Total contributions: \$3,600,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—personnel manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 30-60 days

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, dance, opera

Recent examples of arts contributions recipients: Kennedy Center, Fords Theatre, Chicago Art Institute, Chicago Symphony, Chicago Lyric Opera

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Matching grants, coordination with similar groups
- 3—Employee involvement, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals

Awards received for arts support: Business in the Arts Award, 1979-1981

Amax Inc. Greenwich, CT

Foundation/Trust:
Amax Foundation, Inc.
Amax Center
Greenwich, CT 06836

Foundation contact: Sonja B. Michaud, President

Phone: (203) 629-6901

Information year: 1986

Contributions objectives: To help support and strengthen the fabric of our nation's educational, economic, civic and cultural life

Preferred charitable causes: Higher education; health and welfare, culture and the arts; civic and public affairs

Total contributions: \$778,000

Arts & culture: Total contributions, \$33,000; largest contribution, \$3,000

Education: Total contributions, \$412,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly, foundation board

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: Prior to April 15 for civic and charitable, prior to September 1 for education

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
6-8

Consider requests from organizations not currently being supported: No
Might again do so: 1989

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, Nevada State Museum, Houston Symphony

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 3—Support by other firms, support by foundations/government, management capability, board of directors
- 4—Employee involvement
- 5—Publicity value

Amcast Industrial Corporation Dayton, OH

Foundation/Trust:
Amcast Industrial Foundation
P.O. Box 98
Dayton, OH 45401

Foundation contact: L.W. Ladehoff, Chief Executive Officer
Phone: (513) 298-5251

Information year: FY ending August 1986
Total contributions: \$202,832

Arts & culture: Total contributions, \$8,200; largest contribution, \$1,350; number of contributions, 14; median contribution, \$500

Health & welfare: Total contributions, \$103,487; largest contribution, \$27,000; number of contributions, 30; median contribution, \$1,250

Education: Total contributions, \$61,390; largest contribution, \$5,000; number of contributions, 36; median contribution, \$1,000

Civic: Total contributions, \$13,000; largest contribution, \$7,500; number of contributions, 6; median contribution, \$1,400

Other: Total contributions, \$21,655; largest contribution, \$10,000; number of contributions, 27; median contribution, \$370

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Top non-home office locations for contributions: Elkhart, IN; Stowe, PA; Cedarburg, WI; Meridian, MS; Meadville, PA

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—president or division manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community
- 2—Employee involvement, quality of applications, artistic merit, management capability
- 3—Geographical location, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 4—Support by foundations/government
- 5—Publicity value, matching grants

Sponsorships through Advertising/Public Relations

Contact: Phyllis Richter, Communications Coordinator

Phone: (513) 298-5251

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Amerace Corporation **Newburgh Road** **Hackettstown, NJ 07840**

Corporate contact: Martin F. Hass, Vice President, Human Resources

Phone: (201) 852-1122

Information year: FY ending October 1987

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Non-home office contributions decisions:
Division committee

Annual report on contributions: No

Annual report planned: No

Application deadline: August

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
4

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
 - 2—Artistic merit, management capability
 - 3—Size of audience, quality of applications, board of directors
 - 4—Gifts from individuals, coordination with similar groups
 - 5—Publicity value, support by other firms, matching grants, support by foundations/government
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American Cyanamid **Company** **One Cyanamid Plaza** **Wayne, NJ 07470**

Corporate contact: Dolores E. Stortz, Manager, Corporate Contributions

Phone: (201) 831-2714

Information year: FY ending December 1987

Preferred charitable causes: Educational organizations/institutions; health and welfare/hospitals; civic and community

Total contributions: \$3,578,000

Arts & culture: Total contributions, \$77,500; largest contribution, \$10,000

Health & welfare: Total contributions, \$988,000; largest contribution, \$100,000

Education: Total contributions, \$2,026,000; largest contribution, \$250,000

Other: Total contributions, \$327,000 (includes civic); largest contribution, \$50,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: New York; Washington, D.C.; Connecticut

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before September
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, national organizations, performing arts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Garden State Ballet, Kennedy Center, Lincoln Center, New Jersey Symphony, New Jersey Opera

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by other firms, quality of applications, coordination with similar groups, management capability, board of directors
- 2—Size of audience, artistic merit
- 3—Impact on local community, employee involvement, support by foundations/government
- 4—Publicity value
- 5—Gifts from individuals

American Express Company New York, NY

Foundation/Trust:

**American Express Foundation
World Financial Center
New York, NY 10285**

Foundation contact: Cornelia W. Higginson,
Vice President, Philanthropic Program
Phone: (212) 640-5661

Information year: FY ending December 1986

Contributions objectives: To support organizations in the areas of education, employment and training, cultural diversity, national heritage and community service

Total contributions: \$14,700,000

Arts & culture: Total contributions, \$4,800,000

Health & welfare: Total contributions, \$5,400,000

Education: Total contributions, \$4,500,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: International, 18%; national, 82%; home office, office locations, sales locations

Top non-home office locations for contributions: Phoenix; Fort Lauderdale; Minneapolis; Washington, D.C.; California

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, marketing, general management, loaned executives

ARTS SUPPORT

Contact: Susan Bloom, Vice President, Cultural Affairs

Phone: (212) 640-4750

Recent examples of arts contributions recipients: Lincoln Center, \$50,000, corporate fund; Tampa Bay Performing Arts Center

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, size of audience, quality of applications, coordination with similar groups, board of directors
- 3—Publicity value, support by other firms
- 4—Matching grants, support by foundations/government
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Warner Canto, Vice President, Worldwide Marketing

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising

Awards received for arts support: Presidential Citation for Private Sector Initiatives, C-Flag Award for Child Care and "passport to employment"

American General Corporation

**2929 Allen Parkway
Houston, TX 77019**

Corporate contact: James F. Moore, Vice President, Planning

Phone: (713) 831-1288

Information year: 1986

Contributions objectives: To support a broad spectrum of nonprofit agencies and institutions that meet special cultural needs and provide critically important facilities in geographic locations where we have major operating facilities

Total contributions: \$2,716,000

Arts & culture: Total contributions, \$651,000; largest contribution, \$200,000

Health & welfare: Total contributions, \$960,000; largest contribution, \$757,000

Education: Total contributions, \$414,000; largest contribution, \$100,000

Civic: Total contributions, \$691,000; largest contribution, \$75,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 70%; plant locations, sales locations, individual companies, 25%

Top non-home office locations for contributions: Nashville, TN; Jacksonville, FL; Evansville, IN; Baltimore, MD

Non-home office contributions decisions: Field office, Home and field offices jointly

Initial contact for non-home office request: Field—president

Annual report on contributions: No

Annual report planned: No

Best time to apply: Second half of year
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, campaign fund solicitations

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Wortham Theater, \$1,100,000 (5 years), new theater for opera and ballet; Houston Grand Opera, \$500,000 (5 years), operating expenses; Houston Ballet, \$50,000, special performance; Houston Symphony, \$100,000 (4 years), operating expenses

Kinds of support normally considered: General operating expenses, capital projects, special projects, matching employee gifts for public television (University of Houston)

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, size of audience, management capability
- 3—Matching grants, support by foundations/government, board of directors
- 5—Publicity value, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

American Greetings Corporation

10500 American Road
Cleveland, OH 44144

Corporate contact: Allan J. Goodfellow, General Counsel and Secretary

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 40%

Education: Total contributions, 30%

Civic: Total contributions, 10%

Other: Total contributions, 10%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; plant locations, 40%; sales locations, 10%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget
Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Cleveland Orchestra, Cleveland Museum of Art, Karamu, Cleveland Ballet, Cleveland Modern Dance

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, quality of applications
- 3—Impact on local community, management capability, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions

American Hoechst Corporation
Route 202-206 North
Somerville, NJ 08876

Foundation/Trust:
American Hoechst Foundation

Corporate contact: Lewis F. Alpaugh,
Director, Corporate Relations
Phone: (201) 231-2880

Information year: FY ending December 1986

Contributions objectives: To contribute to quality in higher education and to fund needed community services in areas where Hoechst is a significant employer

Total contributions: \$809,205

Arts & culture: Total contributions, \$20,100

Health & welfare: Total contributions,
\$228,975

Education: Total contributions, \$419,095

Civic: Total contributions, \$133,035

Other: Total contributions, \$8,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, 50%; office locations, 5%; plant locations, 45%

Top non-home office locations for contributions: Spartanburg, SC; Coventry, RI; Greer, SC; Delaware City, DE; Bayport, TX

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: No

Annual report planned: No

Application deadline: September 15

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: New Jersey Symphony Orchestra, \$5,000; Busch-Reisinger Museum (Harvard), \$2,000; George Street Playhouse (NJ), \$1,000; Waterloo Village (NJ), \$1,000

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 2—Quality of applications, artistic merit
- 3—Support by other firms, board of directors
- 5—Publicity value, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, festivals, public TV/radio

American Natural Resources Company

**One Woodward Avenue
Detroit, MI 48226**

**Foundation/Trust:
Community Investment Program**

Corporate contact: Donna M. Rust, Manager,
Community Relations and Public Affairs
Phone: (313) 496-0200

Information year: 1986

Contributions objectives: To contribute funds and equipment and make available volunteer personnel to selected nonprofit organizations nationally, regionally and in the many communities where ANR does business and its employees live and work

Preferred charitable causes: Health and welfare; cultural; education, community responsibility

Total contributions: n/a

Scope of information: Corporation only

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

**American Petrofina, Inc.
P.O. Box 2159
Dallas, TX 75221**

**Foundation/Trust:
The American Petrofina
Foundation**

Corporate contact: Leon Oliver
Phone: (214) 750-2400

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 2—Geographical location**
- 3—Impact on local community, employee involvement, quality of applications, management capability**
- 4—Publicity value, support by foundations/government, size of audience, artistic merit, board of directors**
- 5—Support by other firms, matching grants, gifts from individuals, coordination with similar groups**

**American Security
Corporation
730 15th Street, NW
Washington, D.C. 20013**

Corporate contact: Ted Stark, Vice President
and Corporate Secretary
Phone: (202) 624-4000

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: Late summer
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects,
sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location**
- 2—Impact on local community**
- 3—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability**
- 4—Employee involvement, gifts from individuals, board of directors**

**American United Life
Insurance
P.O. Box 368
Indianapolis, IN 46206**

**Foundation/Trust:
AUL Foundation, Inc. and
American United Life Insurance
Company Charitable Trust**

Corporate contact: Ron Fritz, Chairman,
Corporate Contributions Committee
Phone: (317) 263-1517

Information year: 1986

Total contributions: \$472,000

Arts & culture: Total contributions, \$21,000;
largest contribution, \$12,000; number of
contributions, 13

Health & welfare: Total contributions,
\$117,000; largest contribution, \$52,000;
number of contributions, 45

Education: Total contributions, \$273,000; largest contribution, \$200,000; number of contributions, 18

Civic: Total contributions, \$55,000; largest contribution, \$25,000; number of contributions, 21

Other: Total contributions, \$6,000; largest contribution, \$1,000; number of contributions, 8

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 1%; home office, 95%; sales locations, college matching grants, 4%

Non-home office contributions decisions: Home and field offices jointly, executive committee of the board

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Indianapolis Museum of Art; Indianapolis Symphony; WFYI (Public Television), art show for station fundraising auction

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, size of audience, quality of applications, artistic merit
- 3—Publicity value, support by other firms, support by foundations/government, coordination with similar groups, board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Ameritech
30 South Wacker Drive
Chicago, IL 60606

Foundation/Trust:
Ameritech Foundation

Foundation contact: Michael E. Kuhlin,
Director
Phone: (312) 750-5223

Information year: FY ending December 1986

Total contributions: \$3,781,664 (does not include Ameritech's Bell operating companies)

Arts & culture: Total contributions, \$1,205,237; largest contribution, \$300,000; number of contributions, 25; median contribution, \$10,000

Health & welfare: Total contributions, \$185,230; largest contribution, \$75,000; number of contributions, 26; median contribution, \$10,000

Education: Total contributions, \$657,857; largest contribution, \$150,000; number of contributions, 41; median contribution, \$10,000

Civic: Total contributions, \$570,495; largest contribution, \$200,000; number of contributions, 53; median contribution, \$10,000

Other: Total contributions, \$998,845; largest contribution, \$700,000; number of contributions, 6; median contribution, \$10,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 90%; home office, 10%

Top non-home office locations for contributions: Illinois; Michigan; Ohio; Indiana; Wisconsin

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Major arts and culture programs.

Kinds of arts organizations/activities supported: Museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: WETA (Washington, D.C. Public Television), \$300,000, production on bicentennial of Congress; Chicago Symphony, \$70,000, tour of Pacific Rim; Museum of Science & Industry, \$50,000, Crown Space Center; Cleveland Museum of Art, \$30,000, Mayan exhibition; Lyric Opera of Chicago, \$37,500, underwrite an opera production

Kinds of support normally considered: Special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, publicity value

2—Matching grants, quality of applications, coordination with similar groups, artistic merit, management capability

3—Employee involvement, support by other firms, support by foundations/government

4—Size of audience, board of directors

5—Impact on local community, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, performance tours, competitions, public TV/radio, advertising

Awards received for arts support: Business Committee for the Arts, 1986

Ameritrust Company
900 Euclid Avenue
P.O. Box 5937
Cleveland, OH 44101

Corporate contact: Bruce H. Akers, Vice President, Corporate Communications and Public Relations
Phone: (216) 687-5029

Information year: 1986

Contributions objectives: To provide a continuing and meaningful program of financial contributions to nonprofit, tax-exempt organizations which seek to solve the major socio-economic problems in our primary service areas.

Total contributions: \$1,609,226

Arts & culture: Total contributions, \$202,235; largest contribution, \$33,184; number of contributions, 53; median contribution, \$1,000

Health & welfare: Total contributions, \$829,454; largest contribution, \$653,000; number of contributions, 74; median contribution, \$600

Education: Total contributions, \$240,123; largest contribution, \$22,740; number of contributions, 63; median contribution, \$650

Civic: Total contributions, \$302,786; largest contribution, \$22,338; number of contributions, 109; median contribution, \$550

Other: Total contributions, \$34,628; largest contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; office locations, 10%

Top non-home office locations for contributions: Painesville, OH; Canton, OH; Columbus, OH; Cincinnati, OH; Toledo, OH

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: February 1, May 1, August 1, November 1

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement, long-range plans

Weeks required for full review and decisions: 6-18

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Musical Arts Association, \$17,000, sustaining fund drive; Museum of Natural History, \$8,333, capital campaign; Cleveland Ballet, \$20,000, production underwriting; Cleveland Playhouse, \$13,888, capital campaign; Cleveland Public Radio, \$9,475, start-up funding

Kinds of support normally considered: General operating expenses, capital projects, sponsorships through advertising/PR, employee matching gifts are only for employees on the board of directors of the organization

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Employee involvement

3—Publicity value, support by other firms, support by foundations/government, management capability, board of directors

4—Size of audience

5—Matching grants, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, gala benefits

Amfac Hawaii, Inc.

P.O. Box 3230

Honolulu, HI 96801

Foundation/Trust:

Amfac Donations Committee

Corporate contact: Linda Rosehill, Manager, Public Affairs

Phone: (808) 945-8177

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: Annual review

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, film/video, opera

Recent examples of arts contributions recipients: Honolulu Symphony, Hawaii Performing Arts Company, Honolulu Theatre for Youth

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Publicity value, support by other firms, coordination with similar groups, management capability

3—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, artistic merit, board of directors

Amoco Corporation Chicago, IL

Foundation/Trust:

Amoco Foundation, Inc.

200 East Randolph Drive

Chicago, IL 60601

Foundation contact: Bob Arganeright,
Executive Director

Phone: (312) 856-6306

Information year: FY ending March 1985

Contributions objectives: To improve the social and economic environment in areas where Amoco operates and develop creative and workable programs that will have a lasting impact on recipients of foundation funds

Preferred charitable causes: Education; urban neighborhood development; community service organizations

Total contributions: \$23,000,000

Arts & culture: Total contributions, 6%

Education: Total contributions, 50%

Civic: Total contributions, 39% (includes community programs)

Other: Total contributions, 4% (foreign)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: International, national, home office

Top non-home office locations for contributions: Houston; Denver; Tulsa; Kansas City; New Orleans

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Spoleto Festival, Denver Art Museum, Chicago Historical Society, Alaska Repertory Theatre, Tulsa Opera, Inc.

Kinds of support normally considered: General operating expenses, capital projects, special projects

Amsted Industries Inc. Chicago, IL

Foundation/Trust:
Amsted Industries Foundation
Floor 44 Boulevard Towers South
205 North Michigan
Chicago, IL 60601

Foundation contact: Jerry W. Gura, Director,
Public Affairs
Phone: (312) 819-8518

Information year: FY ending September 1986

Total contributions: \$500,000

Arts & culture: Total contributions, \$84,000; largest contribution, \$4,000; number of contributions, 38

Health & welfare: Total contributions, \$211,196; largest contribution, \$40,000; number of contributions, 140

Education: Total contributions, \$210,430; largest contribution, \$20,000; number of contributions, 78

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: June or July for following fiscal year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Theatre Group, Inc. (Goodman Theatre), Lyric Opera of Chicago, The Orchestral Association (Chicago Symphony), Chicago Public Television Association

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government
- 2—Size of audience, artistic merit, management capability
- 3—Employee involvement, support by other firms, matching grants, quality of applications, coordination with similar groups, board of directors
- 5—Publicity value, gifts from individuals

Analog Devices, Inc.
One Technology Way
P.O. Box 9106
Norwood, MA 02062

Foundation/Trust:
Analog Devices Educational
Support Strategy Program

Corporate contact: Susan Loffredo, Manager,
Community Relations
Phone: (617) 461-3287

Foundation contact: Graham Sterling, Vice
President
Phone: (617) 329-4700

Information year: FY ending December 1986

Contributions objectives: To help improve the quality of life and help support the communities in which employees live and work; to support higher education especially the fields of engineering and computer science

Preferred charitable causes: Education

Total contributions: n/a

Education: Total contributions, \$2,000,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations, Boston area

Top non-home office locations for contributions: Virginia

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Complete budget, IRS letter, application form, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services, in-kind services are provided mainly to educational institutions

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management

ARTS SUPPORT

Preferred arts organizations/activities: Visual arts (museums), educational arts, performing arts

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Museum of Fine Art, Institute of Contemporary Art, Boston Film Video Foundation, Decordova Museum, Boston Symphony Orchestra

Kinds of support normally considered: General operating expenses, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, artistic merit, management capability
- 3—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors
- 4—Quality of applications

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, competitions, festivals, public TV/radio, advertising

Anheuser-Busch Companies **One Busch Place** **St. Louis, MO 63118**

Foundation/Trust:
Anheuser-Busch Foundation and
Anheuser-Busch Charitable Trust

Corporate contact: Nancy Calcaterra,
Contributions Administrator
Phone: (314) 577-2000

Information year: 1986

Preferred charitable causes: United Way;
minority groups; education

Total contributions: n/a

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: Plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
IRS letter, audited statement

Weeks required for full review and decisions:
6-8

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects,
international cultural exchange

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, quality of applications, management capability
- 3—Board of directors
- 5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit

C.R. Anthony Company **P.O. Box 25725** **701 North Broadway** **Oklahoma City, OK 73125**

Corporate contact: Jean Gumerson, Public
Relations Director
Phone: (405) 235-3711 x204

Information year: FY ending January 1987

Total contributions: n/a

Arts & culture: Total contributions, \$4,793; largest contribution, \$2,500; number of contributions, 8

Health & welfare: Total contributions, \$40,375; largest contribution, \$5,000; number of contributions, 25

Education: Total contributions, \$13,978; number of contributions, 23

Civic: Total contributions, \$12,656; number of contributions, 34

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; sales locations, 25%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: American Theater Company, Oklahoma Symphony Orchestra, Allied Arts Foundation, Oklahoma Theater Center, Ballet Oklahoma

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Employee involvement, publicity value, quality of applications

2—Impact on local community, size of audience, management capability, board of directors

3—Geographical location, support by other firms

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, festivals, advertising, gala benefits

Awards received for arts support: KOCO-TV, "5 Who Care," 1986

Arizona Public Service Company

P.O. Box 53999

Phoenix, AZ 85072

Foundation/Trust:

Arizona Public Service

Foundation

Corporate contact: Terry Trimble, Coordinator, Contributions Program
Phone: (602) 250-1000

Information year: FY ending December 1986

Contributions objectives: To support worthwhile community affairs

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 75%; sales locations, 25%

Top non-home office locations for contributions: Flagstaff, AZ; Prescott, AZ; Huma, AZ

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—division manager or district manager

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated
materials

Technical assistance provided: Planning

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Phoenix Art Museum, Phoenix
Opera, Phoenix Symphony, Phoenix Theater

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services, technical
assistance from company personnel, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications,
management capability
- 2—Support by foundations/government, size
of audience, board of directors
- 3—Employee involvement, support by other
firms, coordination with similar groups
- 4—Gifts from individuals, artistic merit
- 5—Publicity value, matching grants

Armco Inc.
300 Interpace Parkway
Parsippany, NJ 07054

Foundation/Trust:
Armco Foundation

Corporate contact: Loyce A. Martin,
Foundation Administrator
Phone: (201) 316-5274

Information year: 1986

Total contributions: \$668,272

Arts & culture: Total contributions, 8%;
largest contribution, \$10,000

Health & welfare: Total contributions, 45%
(does not include United Way); largest
contribution, \$34,725

Education: Total contributions, 46%

Civic: Total contributions, 1% (includes other);
largest contribution, \$5,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-12 depending on amount requested

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Cincinnati Fine Arts Fund, Ford's Theatre, Arts In Middletown

Kinds of support normally considered: Employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability
- 2—Gifts from individuals, coordination with similar groups
- 3—Support by other firms, support by foundations/government
- 4—Matching grants, board of directors
- 5—Publicity value

Ashland Oil, Inc.

Ashland, KY 41114

Foundation/Trust:

Ashland Oil Foundation, Inc.

Corporate contact: Sue G. Dowdy,
Coordinator, Education and Community
Support Committee
Phone: (606) 329-3873

Foundation contact: Judy B. Thomas,
President
Phone: (606) 329-4525

Information year: 1986

Preferred charitable causes: Education

Total contributions: \$3,374,600

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Kentucky Center for the Arts, Greater Ashland Foundation, Huntington Galleries

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Employee involvement
- 3—Publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 4—Support by foundations/government
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Contact: Harry T. Wiley, Corporate Advertising
Phone: (606) 329-4734

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Athlone Industries, Inc.

200 Webro Road
Parsippany, NJ 07054

Corporate contact: William L. Ginna, Assistant Controller
Phone: (201) 887-9100

Information year:

Preferred charitable causes: Jaycees; March of Dimes/North Jersey Chapter; United Way of Morris County

Total contributions: \$37,472

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$5,955; largest contribution, \$5,000; number of contributions, 15; median contribution, \$50

Education: Total contributions, \$4,960; largest contribution, \$3,000; number of contributions, 6; median contribution, \$100

Civic: Total contributions, \$1,557; largest contribution, \$700; number of contributions, 10; median contribution, \$60

Other: Total contributions, \$25,000; largest contribution, \$25,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—division controller

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Augat Incorporated

P.O. Box 1037
Attleboro, MA 02703

Corporate contact: Richard Grubb, Corporate Senior Vice President
Phone: (617) 222-2202

Information year: FY ending December 1986

Contributions objectives: To support the areas in which employees live

Preferred charitable causes: Education; United Way

Total contributions: \$150,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, New England region

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early fall

Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions:
10-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: teaching by employees

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Boston Symphony, Boston Ballet, Museum of Science, Historical Society

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, employee involvement, publicity value, size of audience, quality of applications, board of directors

3—Support by foundations/government, gifts from individuals, artistic merit, management capability

4—Support by other firms, matching grants, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, performance tours, public TV/radio, gala benefits

Babcock Industries Inc.
425 Post Road
Fairfield, CT 06430

Corporate contact: Peter W. Krehbiel, Senior Vice President

Phone: (203) 255-7100

Information year: 1987

Total contributions: \$10,000

Arts & culture: Total contributions, none

Health & welfare: Total contributions, \$4,000; largest contribution, \$4,000

Education: Total contributions, \$2,000; number of contributions, 2

Civic: Total contributions, \$4,000; largest contribution, \$3,000; number of contributions, 2

Other: Total contributions, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Application deadline: October
Written guidelines available: No

Requirements for applications: Narrative/letter,
board list, contributors list, audited statement
Weeks required for full review and decisions:
3-4

Bacardi Imports
2100 Biscayne Boulevard
Miami, FL 33137

Corporate contact: Juan Espinosa, Director,
Bacardi Art Gallery
Phone: (305) 573-8511

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, 100%

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Museums, performing arts, public
TV/radio, visual arts/crafts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)
1—Impact on local community

Bairnco Corporation
200 Park Avenue
New York, NY 10166

Corporate contact: Frank Metzger, Senior Vice
President, Administration
Phone: (212) 490-8722

Information year: 1986

Preferred charitable causes: United Way

Total contributions: \$7,764

Arts & culture: Total contributions, none

Education: Total contributions, \$500

Civic: Total contributions, \$6,500; largest
contribution, \$5,000

Other: Total contributions, \$764

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter

**Baker International
Corporation**
Houston, TX 77210

Foundation/Trust:
The R.C. Baker Foundation
P.O. Box 6150
Orange, CA 92613

Foundation contact: Frank L. Scott, Chairman,
Board of Trustees

Information year: FY ending December 1985

Total contributions: \$1,176,571

Arts & culture: Total contributions, \$90,700;
largest contribution, \$33,000; number of
contributions, 15

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, local areas

Annual report on contributions: No
Annual report planned: No

Application deadline: May 1 and October 1
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 2-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, employee involvement

Bally Manufacturing Corporation 8700 West Bryn Mawr Chicago, IL 60631

Corporate contact: James Rochford, Vice President, Community Affairs
Phone: (312) 399-1300

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Field makes decisions if request is within budget; large requests should be sent to corporate headquarters

Initial contact for non-home office request: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: Minimum 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Sponsorships through Advertising/Public Relations

Contact: Mr. William Peltier, Vice President, Corporate Communications
Phone: (312) 399-1300

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, public TV/radio, advertising, memberships, gala benefits, field offices may consider supporting any of the above

Baltimore Gas and Electric Co. P.O. Box 1475 Charles Center Baltimore, MD 21203

Corporate contact: Carlton Clark, Chairman, Corporate Contributions
Phone: (301) 234-5312

Information year: 1986

Contributions objectives: Concentration is on central Maryland with interest in national organizations with an impact on the Maryland community

Preferred charitable causes: Low income housing; social and civic; arts and culture

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%

Top non-home office locations for contributions: New York

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
6

**Consider requests from organizations not
currently being supported:** No

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated
materials, donated company products/services

Technical assistance provided: Advertising,
planning, accounting/fiscal management,
marketing, corporate volunteer group

ARTS SUPPORT

Preferred arts organizations/activities: Music,
museums

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera, film/video (in-kind service)

**Recent examples of arts contributions
recipients:** Baltimore Symphony, Maryland
Historical Society, Downtown Dance
Company, Baltimore Museum of Art

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, sponsorships through
advertising/PR, technical assistance from
company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Impact on local community, employee
involvement

2—Geographical location, support by other
firms, management capability

3—Publicity value, matching grants, support
by foundations/government, gifts from
individuals, artistic merit, board of
directors

4—Quality of applications

5—Size of audience, coordination with similar
groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays,
performance tours, competitions, festivals,
public TV/radio, memberships, gala benefits

Bank of Boston Corporation
100 Federal Street
Boston, MA 02110

Foundation/Trust:
Bank of Boston Corporation
Charitable Foundation

Corporate contact: Judith H. Kidd, Corporate
Contributions Coordinator
Phone: (617) 434-2171

Information year: 1986

Contributions objectives: To improve the
communities in which we do business by
working to assure access to programs for all
members of society

Preferred charitable causes: Public education

Total contributions: \$5,785,136

Arts & culture: Total contributions, \$527,281;
largest contribution, \$100,000 (over 4 years)

Health & welfare: Total contributions,
\$2,333,439; largest contribution, \$1,075,973
(United Ways)

Education: Total contributions, \$796,390; largest contribution, \$100,000

Civic: Total contributions, \$975,937

Other: Total contributions, \$519,833 (includes matching gifts to culture and education \$349,839; international, \$169,994)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, 4.7%; home office, 50.1%; office locations, 31%; national (memberships only), 14.5%

Top non-home office locations for contributions: Massachusetts; Maine; Connecticut; Rhode Island

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Annual report planned: Yes

Application deadline: 6 weeks before quarterly meeting

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Institute of Contemporary Art, \$5,000, operating expenses; Massachusetts Cultural Alliance, \$7,500, organizational development program for minority arts organizations; Pro Arte Chamber Orchestra, \$2,000, operating expenses; American Repertory Theatre, \$5,000, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Employee involvement, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 3—Support by foundations/government
- 5—Publicity value, matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Advertising, corporate memberships

Bank of Mississippi
P.O. Drawer 789
Tupelo, MS 38802

Corporate contact: Harry Baxter, Senior Vice President

Phone: (601) 842-6661

Information year: FY ending December 1986

Contributions objectives: To support industrial and economic development which benefits the community and benefits the bank and its employees

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations
Initial contact for non-home office request: Field—community bank president

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Phone call
Weeks required for full review and decisions: Same day

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space, meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value
- 2—Geographical location, impact on local community, employee involvement, support by other firms, size of audience, management capability, board of directors
- 3—Coordination with similar groups, artistic merit
- 4—Matching grants, support by foundations/government, quality of applications, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits

The Bank Of New York

48 Wall Street

New York, NY 10286

Corporate contact: Katherine C. Hastings,
Assistant Secretary
Phone: (212) 530-1357

Information year: 1986

Total contributions: \$1,147,176

Arts & culture: Total contributions, \$193,750; largest contribution, \$53,700; number of contributions, 19; median contribution, \$4,000

Health & welfare: Total contributions, \$30,600; largest contribution, \$7,600; number of contributions, 11; median contribution, \$2,000

Education: Total contributions, \$106,830; largest contribution, \$17,500; number of contributions, 18; median contribution, \$3,000

Civic: Total contributions, \$319,275; largest contribution, \$231,000; number of contributions, 28; median contribution, \$2,000

Other: Total contributions, \$496,721; largest contribution, \$9,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; branch locations, 20%

Non-home office contributions decisions: Field office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, film/video

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, New York Philharmonic, American Museum of Natural History, South Street Seaport Museum

Kinds of support normally considered: General operating expenses, endowment campaigns

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, support by other firms, size of audience, management capability
2—Publicity value, artistic merit, board of directors
3—Employee involvement, support by foundations/government
4—Quality of applications, coordination with similar groups
5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

BankAmerica Corporation San Francisco, CA

Foundation/Trust:
BankAmerica Foundation
P.O. Box 37000
Department 3246
San Francisco, CA 94137

Foundation contact: Edward F. Truschke,
President and Director
Phone: (415) 953-3175

Information year: 1985

Total contributions: \$7,415,778

Arts & culture: Total contributions, \$932,210; largest contribution, \$70,000; number of contributions, 130

Health & welfare: Total contributions, \$3,961,714

Education: Total contributions, \$2,243,182

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Los Angeles Music Center; Oakland Ballet; Center for Creative Photography, Weston Exhibition; Oberlin Dance Company

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Geographical location, impact on local community, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, matching grants, support by foundations/government, board of directors
- 4—Publicity value, support by other firms, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising, equipment

Awards received for arts support: Business in Arts Award, 1985

Barberg and Associates
307 South Farwell Street
Eau Claire, WI 54701

Corporate contact: W. Warren Barberg,
Owner/President
Phone: (715) 835-5161

Information year: 1986

Total contributions: \$95,000

Arts & culture: Total contributions, \$70,000

Education: Total contributions, \$15,000

Other: Total contributions, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Top non-home office locations for contributions: Greenbay, WI

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: December

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, individual artists

Recent examples of arts contributions recipients: Chippewa Valley Museum

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, board of directors
- 3—Size of audience, management capability
- 4—Employee involvement, publicity value, matching grants
- 5—Support by foundations/government

Awards received for arts support: Award for restoration of state theatre

Barry Wright Corporation 1 Newton Executive Park Newton Lower Falls, MA 02162

Corporate contact: Eustis Walcott, Vice President
Phone: (617) 965-5800

Information year: FY ending December 1986

Contributions objectives: To benefit communities in which the company operates and organizations in which employees are involved

Preferred charitable causes: Education; health; culture

Total contributions: \$160,050 (includes \$100,000 in plant locations gifts)

Arts & culture: Total contributions, \$23,000; largest contribution, \$10,000; number of contributions, 6

Health & welfare: Total contributions, \$16,250; largest contribution, \$4,000; number of contributions, 6

Education: Total contributions, \$17,000; largest contribution, \$10,000; number of contributions, 5

Civic: Total contributions, \$3,800; largest contribution, \$3,000; number of contributions, 4

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 38%; plant locations, 62%

Top non-home office locations for contributions: Worchester, MA; Watertown, MA; Burbank, CA; Minneapolis, MN

Non-home office contributions decisions: Field office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list
Weeks required for full review and decisions: Varies

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Preferred arts organizations/activities: Local organizations

Kinds of arts organizations/activities supported: Museums, public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Public television, symphony, art museum, science museum

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, matching grants, management capability, board of directors
- 3—Support by other firms, support by foundations/government, quality of applications, gifts from individuals, artistic merit
- 4—Size of audience, coordination with similar groups

Battle Creek Gas Company **23 East Michigan Mall** **Battle Creek, MI 49016**

Corporate contact: Claude C. Wall, President
Phone: (616) 968-8111

Information year: 1986

Contributions objectives: To support specific needs of various charitable groups

Total contributions: \$54,521

Arts & culture: Total contributions, \$4,463; largest contribution, \$2,033; number of contributions, 8; median contribution, \$558

Health & welfare: Total contributions, \$36,410; largest contribution, \$22,820; number of contributions, 28; median contribution, \$1,300

Education: Total contributions, \$2,700; largest contribution, \$2,250; number of contributions, 6; median contribution, \$450

Civic: Total contributions, \$9,960; largest contribution, \$7,000; number of contributions, 25; median contribution, \$398

Other: Total contributions, \$988; largest contribution, \$165; number of contributions, 13; median contribution, \$76

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Battle Creek Civic Art Center, Battle Creek Symphony, Battle Creek 100 Art Competition, Battle Creek United Arts Council, Battle Creek Morning Musical Club

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Employee involvement
- 3—Impact on local community, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

**Bausch & Lomb
Rochester, NY**

Foundation/Trust:
Bausch & Lomb Foundation
One Lincoln First Square
Rochester, NY 14601

Foundation contact: Barbara Kelley, Director,
Public Relations
Phone: (716) 338-6000

Information year: FY ending December 1986

Preferred charitable causes: Education for eye
care

Total contributions: n/a

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: 1 year in advance
Written guidelines available: No

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
January of following year

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

Technical assistance provided: Advertising,
design services

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Bucket Dance Theatre, \$1,000,
opening night

Kinds of support normally considered: General
operating expenses, in-kind goods/services,
sponsorships through advertising/PR, technical
assistance from company personnel

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music
concerts, dance, plays, public TV/radio,
advertising

**Baxter Travenol Laboratories,
Inc.
Deerfield, IL**

Foundation/Trust:
Baxter Travenol Foundation
One Baxter Parkway
Deerfield, IL 60015

Foundation contact: Barbara A. Eychaner,
Executive Director
Phone: (312) 948-4606

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, \$433,803;
largest contribution, \$75,000; number of
contributions, 31

Health & welfare: Total contributions,
\$736,245; largest contribution, \$145,000;
number of contributions, 49

Education: Total contributions, \$241,580; largest contribution, \$25,000; number of contributions, 34

Civic: Total contributions, \$144,250; largest contribution, \$11,750; number of contributions, 13

Other: Total contributions, \$105,000; largest contribution, \$20,000; number of contributions, 16

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Advertising

BayBanks, Inc.
175 Federal Street
Boston, MA 02110

Foundation/Trust:
BayBanks, Inc. Charitable Trust

Corporate contact: Pamela S. Henrikson, Vice President
Phone: (617) 482-1040

Information year: FY ending December 1985

Contributions objectives: BayBanks, Inc. believes that its primary role in serving charitable institutions, as well as the business community, is to provide high quality financial services and advice at a fair price. Secondly, the BayBanks as corporate citizens accept responsibility to support those organizations and activities which directly benefit the communities in which they operate and in which their employees and shareholders live in such ways and amounts as will strengthen the economy and enhance the quality of life.

Total contributions: \$539,687

Arts & culture: Total contributions, \$69,810; largest contribution, \$20,000

Health & welfare: Total contributions, \$32,475; largest contribution, \$5,050

Education: Total contributions, \$95,761; largest contribution, \$40,000

Civic: Total contributions, \$44,567; largest contribution, \$10,097

Other: Total contributions, \$297,075; largest contribution, \$98,110

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Top non-home office locations for contributions: BayBank Middlesex (Burlington); BayBank Valley (Springfield); BayBank Harvard (Cambridge); BayBank Norfolk (Dedham); BayBank Southeast (Taunton)

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 1-6 months depending on schedule of meetings of Charitable Contributions Committee

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boston Symphony Orchestra, \$20,000, operating support; The Boston Ballet, \$20,000, operating support/capital campaign; Museum of Science, \$12,000, capital campaign; Museum of Fine Arts, \$10,000, corporate sponsorship

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, size of audience, artistic merit, management capability, board of directors
- 2—Quality of applications
- 3—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Beatrice Foods Company Chicago, IL

Foundation/Trust:
Beatrice Foundation
Two North LaSalle
Chicago, IL 60602

Foundation contact: Mariita Conley, Executive Director

Phone: (312) 558-3758

Information year: 1986

Total contributions: \$2,367,552

Arts & culture: Total contributions, \$605,500; largest contribution, \$425,000; number of contributions, 7

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, 40%; plant locations, 60%

Non-home office contributions decisions: Field office

Annual report on contributions: No

Best time to apply: October-November

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, community outreach
- 3—Size of audience, quality of applications
- 4—Publicity value, support by other firms, matching grants, gifts from individuals, coordination with similar groups, board of directors
- 5—Support by foundations/government

Becor Western Inc.
South Milwaukee, WI 53172

Foundation/Trust:
Becor Western Foundation, Inc.
P.O. Box 56
South Milwaukee, WI 53172

Foundation contact: D.L. Strawderman,
Manager
Phone: (414) 768-5005

Information year: 1986

Total contributions: \$500,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: United Performing Arts Fund, Milwaukee Art Center, Milwaukee Public Museum, Channel 10/36 (Public Television), Milwaukee Ballet Company

Kinds of support normally considered: Capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by other firms
- 2—Impact on local community, management capability, board of directors
- 3—Employee involvement, matching grants
- 4—Artistic merit
- 5—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Bell Atlantic Corporation
1310 West Courthouse Road
Arlington, VA 22201

Corporate contact: Ruth Caine, Staff Manager,
Corporate Contributions
Phone: (703) 974-5440

Information year: FY ending December 1986

Total contributions: \$1,800,000

Arts & culture: Total contributions, \$277,000

Health & welfare: Total contributions,
\$236,000

Education: Total contributions, \$861,000

Civic: Total contributions, \$433,000

Other: Total contributions, \$39,500

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, mid-Atlantic region

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Performing arts

Kinds of arts organizations/activities

supported: Arts councils/united arts funds,
literature, museums, national organizations,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, film/video, opera, individual artists

Recent examples of arts contributions

recipients: John F. Kennedy Center for the
Performing Arts, National Gallery of Art,
National Corporate Fund for Dance, National
Public Radio, National Symphony Orchestra

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Quality of applications, artistic merit,
management capability
- 2—Geographical location, impact on local
community, publicity value, size of
audience, board of directors
- 3—Employee involvement, support by other
firms, coordination with similar groups
- 4—Matching grants, support by foundations/
government, gifts from individuals

Awards received for arts support: Business
Committee for the Arts, 1985; grant to
Kennedy Center for instruments

Bell & Howell Company
5215 Old Orchard Road
Skokie, IL 60077

Foundation/Trust: **Bell & Howell Foundation**

Foundation contact: Lois H. Robinson,
President, Foundation

Phone: (312) 470-7100

Information year: 1986

Contributions objectives: To contribute to
organizations in which employees are actively
involved

Preferred charitable causes: Local
organizations; human services; youth

Total contributions: \$500,000

Arts & culture: Total contributions, \$30,000

Health & welfare: Total contributions, \$220,000

Education: Total contributions, \$250,000

Civic: Total contributions, \$16,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, Chicago area

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: No

Annual report planned: No

Application deadline: December 20

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 3 months

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Orchestras

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Westerville Symphony (Ohio), Art Institute of Chicago, Lyric Opera, Ann Arbor Summer Festival, Museum of Science and Industry

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Publicity value, quality of applications, artistic merit, management capability

3—Size of audience, board of directors

4—Support by other firms, matching grants

5—Support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Awards received for arts support: Donald Frey, Chief Executive Officer, Gateway Foundation Man of the Year, 1986

Bell of Pennsylvania One Parkway Philadelphia, PA 19102

Corporate contact: C.D. Fulton, Corporate Contributions Manager
Phone: (215) 466-2257

Information year: 1986

Preferred charitable causes: Education

Total contributions: \$6,003,720

Arts & culture: Total contributions, \$229,600

Health & welfare: Total contributions, \$146,900

Education: Total contributions, \$3,057,650

Civic: Total contributions, \$2,025,460

Other: Total contributions, \$544,110 (capital campaign)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Third quarter

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 2-3

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT**Kinds of arts organizations/activities**

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Philadelphia Museum of Art, \$30,500, exhibit/capital campaign; The Philadelphia Orchestra Association, \$27,500, corporate support; Opera Ebony (Philadelphia), \$900, corporate support; South Central Educational Broadcasting (Hershey, PA); Pittsburgh Symphony Society, \$20,000, corporate support

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, support by other firms, matching grants, artistic merit, management capability
- 2—Geographical location, coordination with similar groups
- 3—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors

Best Products

Richmond, VA

Foundation/Trust:

Best Products Foundation

P.O. Box 26303

Richmond, VA 23260

Foundation contact: Susan L. Butler, Director
Phone: (202) 331-1714

Information year: FY ending January 1987

Total contributions: \$1,300,000

Arts & culture: Total contributions, \$163,000

Health & welfare: Total contributions, \$473,000

Education: Total contributions, \$334,000

Civic: Total contributions, \$57,000

Other: Total contributions, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Museums

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater

Recent examples of arts contributions recipients: Whitney Museum, \$5,000, Alex Katz Exhibit; Virginia Museum, \$10,000, New Music Festival; Brooklyn Academy of Music, \$10,000, Next Wave Festival; Fabric Workshop, \$5,000, internships

Kinds of support normally considered: Special projects, employee matching gifts, art exhibitions

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, artistic merit, management capability
- 2—Geographical location, support by foundations/government, size of audience
- 3—Impact on local community, matching grants
- 4—Support by other firms
- 5—Employee involvement, publicity value, gifts from individuals, coordination with similar groups, board of directors

Blount, Inc.
P.O. Box 949
4520 Executive Park Drive
Montgomery, AL 36192

Foundation/Trust:
Blount Foundation, Inc.

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 3—Size of audience, coordination with similar groups
- 4—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors

The Boeing Company
7755 East Marginal Way South
Seattle, WA 98124

Foundation/Trust:
The Boeing Company Charitable Trust

Corporate contact: Joe Taller, Corporate Director, Public and Community Affairs
Phone: (206) 655-6679

Information year: FY ending 1986

Preferred charitable causes: Education; health and human services; cultural

Total contributions: \$14,750,000

Arts & culture: Total contributions, \$2,600,000; largest contribution, \$165,000

Health & welfare: Total contributions, \$5,300,000; largest contribution, \$3,000,000

Education: Total contributions, \$6,000,000; largest contribution, \$1,000,000

Civic: Total contributions, \$700,000; largest contribution, \$75,000

Other: Total contributions, \$150,000; largest contribution, \$25,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Wichita, KS; Philadelphia; Washington, D.C.

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 2-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Seattle Art Museum, Seattle Opera

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, international cultural exchange, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, quality of applications, artistic merit, management capability
- 2—Coordination with similar groups, board of directors
- 3—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals

Borg-Warner Corporation Chicago, IL

Foundation/Trust:
Borg-Warner Foundation, Inc.
200 South Michigan Avenue
Chicago, IL 60604

Foundation contact: Ellen J. Benjamin,
Director, Corporate Contributions
Phone: (312) 322-8657

Information year: FY ending December 1986

Contributions objectives: To be a good corporate citizen in the areas we do business

Total contributions: \$2,543,800

Arts & culture: Total contributions, \$452,000; largest contribution, \$75,000; number of contributions, 53; median contribution, \$5,000

Health & welfare: Total contributions, \$539,993 (includes United Way); largest contribution, \$206,000; number of contributions, 51; median contribution, \$5,000

Education: Total contributions, \$742,697 (includes educational matching gifts); largest contribution, \$143,200; number of contributions, 37; median contribution, \$5,000

Civic: Total contributions, \$142,000; largest contribution, \$15,000; number of contributions, 28; median contribution, \$3,000

Other: Total contributions, \$667,110; largest contribution, \$200,000; number of contributions, 67; median contribution, \$5,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Field office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Kuumba Community Theater, \$2,000; Victory Gardens Theater, \$10,000; Chicago Symphony Orchestra, \$60,000; Art Institute of Chicago, \$10,000; Hubbard Street Dance Company, \$15,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, artistic merit, management capability
- 3—Support by foundations/government, quality of applications, coordination with similar groups, board of directors
- 4—Publicity value, support by other firms, matching grants
- 5—Gifts from individuals

Awards received for arts support: Governor's Award for the Arts, 1985

The Boston Globe Boston, MA

Foundation/Trust:

**The Boston Globe Foundation
Boston, MA 02107**

Foundation contact: George M. Collins, Jr.,
Executive Director
Phone: (617) 929-2895

Information year: 1984

Contributions objectives: To strengthen the nonprofit voluntary sector; to improve the operating efficiency among nonprofits; to support programs by providing workshops on financial operations and reports; to talk with community and corporate leaders about the need for a community-wide effort to stimulate increased giving at both the personal and corporate level; to continue to support programs in education, employment and housing that will fight racism.

Total contributions: \$2,157,970

Arts & culture: Total contributions, \$330,090 (includes employee matching gifts); number of contributions, 76

Health & welfare: Total contributions, \$307,260 (includes science and environment); number of contributions, 47

Education: Total contributions, \$455,688 (includes employee matching gifts); number of contributions, 68

Civic: Total contributions, \$867,982; number of contributions, 112

Other: Total contributions, \$196,950 (includes media, summer camps and scholarships)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, greater Boston and state of Massachusetts

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: February

Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: 9

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: USS Constitution Museum, \$20,000, challenge grant pledges for Hull exhibit; Chinese Culture Institute, \$6,000; Handel & Haydn Society, \$5,000, corporate sponsorship; First Night, Inc., \$7,662, New Year's Eve cultural celebration; Artists Foundation, Inc., \$10,000, general funding for fellowship program

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government, artistic merit, management capability, board of directors
- 2—Employee involvement, matching grants
- 5—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, festivals, advertising, memberships

Bristol-Myers Company
345 Park Avenue
New York, NY 10154

Foundation/Trust:
The Bristol-Myers Fund, Inc.

Corporate contact: Marilyn L. Gruber,
Director, Corporate Contributions and Vice
President, The Bristol-Myers Fund
Phone: (212) 546-4331

Information year: FY ending December 1985

Contributions objectives: Bristol-Myers recognizes that in addition to its primary objectives as a business enterprise, it also has a responsibility to contribute material support to nonprofit institutions. These institutions include scientific, medical, education, charitable and cultural organizations, as well as the local communities around the nation where the Company maintains facilities and where its employees and their families live.

Preferred charitable causes: Medical research and health; higher education

Total contributions: \$8,543,660

Arts & culture: Total contributions, \$781,777; largest contribution, \$110,000

Health & welfare: Total contributions, \$4,102,936; largest contribution, \$250,000

Education: Total contributions, \$2,035,095; largest contribution, \$197,833 (National Merit Scholarships)

Civic: Total contributions, \$1,560,103; largest contribution, \$60,000

Other: Total contributions, \$63,749

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office, plant locations

Top non-home office locations for contributions: Evansville, IN; Buffalo, NY; Cincinnati, OH; Stamford, CT

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-September for following calendar year

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, proposal and budget if request falls within guidelines

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, form 990
Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, \$110,000, general support; American Museum of Natural History, \$32,500, membership and general support; National Corporate Fund for Dance, \$10,000, general support; Evansville Arts & Educational Council, \$3,000, general support; Cincinnati Chamber Orchestra, \$3,000

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, financial stability
- 2—Employee involvement, size of audience, board of directors
- 3—Support by other firms, quality of applications, coordination with similar groups
- 4—Matching grants, support by foundations/government
- 5—Publicity value, gifts from individuals

Brown Group Inc. St. Louis, MO

Foundation/Trust:
**Brown Group Inc. Charitable
Trust and George Warren Brown
Foundation**
8400 Maryland Avenue
St. Louis, MO 63105

Foundation contact: J. Carr Gamble, Jr.,
Secretary
Phone: (314) 854-4300

Information year: 1986

Total contributions: \$1,396,000 (does not include matching gifts)

Arts & culture: Total contributions, \$299,222; largest contribution, \$60,000; number of contributions, 17

Health & welfare: Total contributions, \$416,272; largest contribution, \$250,000; number of contributions, 66

Education: Total contributions, \$651,294; largest contribution, \$325,000; number of contributions, 24

Civic: Total contributions, \$29,300; largest contribution, \$5,000; number of contributions, 10

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 98%; plant locations, 1%; sales locations, 1%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

ARTS SUPPORT

Preferred arts organizations/activities: St. Louis Symphony, St. Louis Art Museum, Missouri Botanical Garden

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arts and Education Council, annual fund; St. Louis Symphony, annual fund; St. Louis Art Museum, building fund

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, matching grants, support by foundations/government, size of audience, management capability, board of directors
- 2—Employee involvement, coordination with similar groups, artistic merit
- 3—Support by other firms, gifts from individuals
- 5—Quality of applications

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, public TV/radio, advertising

Brunswick Corporation Skokie, IL

Foundation/Trust:
Brunswick Foundation
1 Brunswick Plaza
Skokie, IL 60077

Foundation contact: Wendy L. Fuhs,
Administrator
Phone: (312) 470-4646

Information year: FY ending December 1986

Contributions objectives: To support local community efforts in areas with high concentrations of Brunswick employees with a preference to organizations in which there is employee involvement

Preferred charitable causes: Education; welfare and civic

Total contributions: \$1,472,227

Arts & culture: Total contributions, \$189,382; number of contributions, 256

Health & welfare: Total contributions, \$108,250; number of contributions, 38

Education: Total contributions, \$406,436; number of contributions, 366

Civic: Total contributions, \$149,090; number of contributions, 65

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 17%; home office, 8%; plant locations, 75%

Top non-home office locations for contributions: Wisconsin; Florida; Oklahoma; California; Michigan

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, \$1,500, operating expenses; Business Arts Fund (Houston), \$1,000, operating expenses; Museum of Art (Muskegon, MI), \$1,000, operating expenses; Cultural Arts Center (Deland, FL), \$5,000, operating expenses; Employee Cultural Matching Gift Program (2-1), \$52,482

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 4—Employee involvement
- 5—Publicity value, support by other firms, board of directors

Brunswick Pulp and Paper Company **P.O. Box 1438** **Brunswick, GA 31521**

Corporate contact: L. Murphy, Director of Industrial Relations
Phone: (912) 265-5780

Information year: 1986

Contributions objectives: To support the local community with an emphasis on social services

Preferred charitable causes: United Way

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: Before fall
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Concerts

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, support by foundations/government, size of audience, quality of applications, management capability, board of directors
- 3—Artistic merit
- 4—Publicity value
- 5—Matching grants, gifts from individuals, coordination with similar groups

Buffalo Forge Company

490 Broadway
Buffalo, NY 14204

Corporate contact: J. Robert Adare, President
Phone: (716) 847-5645

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects

Burlington Industries Inc.

Greensboro, NC

Foundation/Trust:
Burlington Industries Foundation
3330 West Friendly Avenue
Greensboro, NC 27410

Foundation contact: Irene Stephens, Assistant Executive Secretary of the Foundation

Information year: FY ending September 1986

Contributions objectives: To better the communities in which Burlington employees live and work

Preferred charitable causes: Higher education

Total contributions: \$2,055,820

Arts & culture: Total contributions, \$63,829

Health & welfare: Total contributions, \$129,525 (primarily to hospitals)

Education: Total contributions, \$1,030,402

Civic: Total contributions, \$570,814

Other: Total contributions, \$17,250

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Top non-home office locations for contributions: North Carolina; South Carolina; Virginia

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—plant manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter,
IRS letter

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities: United
Arts Council

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, opera

**Recent examples of arts contributions
recipients:** United Arts Council of Greensboro,
North Carolina Museum of History, Virginia
Museum Foundation

Kinds of support normally considered: Capital
projects, special projects, employee matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Support by other firms, quality of
applications, coordination with similar
groups, management capability
- 3—Employee involvement, support by
foundations/government, size of audience,
artistic merit, board of directors
- 5—Publicity value, matching grants, gifts from
individuals

**Butler Manufacturing
Company**
P.O. Box 917
**BMA Tower, One Penn Valley
Park**
Kansas City, MO 64141

Foundation/Trust:
**Butler Manufacturing Company
Foundation**

Corporate contact: Richard O. Ballentine,
Secretary
Phone: (816) 968-3206

Foundation contact: Barbara Lee Fay,
Foundation Administrator
Phone: (816) 968-3202

Information year: FY ending December 1986

Total contributions: \$415,000

Arts & culture: Total contributions, \$100,000

Health & welfare: Total contributions, \$30,000

Education: Total contributions, \$147,000

Civic: Total contributions, \$12,000

Other: Total contributions, \$115,000 (includes
United Way, \$80,000; Youth Agencies,
\$35,000)

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: Quarterly
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions

recipients: Performing Arts Foundation (Kansas City), Kansas City Ballet Association, Kansas City Arts Council, Knox-Galesburg Symphony, Actors Guild of Parkersburg

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, matching grants, size of audience, artistic merit, management capability, board of directors
- 3—Support by other firms, quality of applications, gifts from individuals, coordination with similar groups
- 5—Publicity value, support by foundations/government

CIGNA Corporation Philadelphia, PA

Foundation/Trust:

CIGNA Foundation

One Logan Square

Philadelphia, PA 19103

Foundation contact: Jeffrey P. Lindtner,
Executive Director

Phone: (215) 557-5255

Information year: 1986

Total contributions: \$6,971,414

Arts & culture: Total contributions, \$1,139,901

Health & welfare: Total contributions,
\$2,029,931

Education: Total contributions, \$2,454,252

Civic: Total contributions, \$1,347,330

Scope of information: Foundation only

Geographic areas encompassed by arts

contributions: National, 50%; home office, 50%

Top non-home office locations for

contributions: Connecticut; national groups

Non-home office contributions decisions:

Home office

Annual report on contributions: Yes

Best time to apply: Early fall

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, in-kind services are limited

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Recent examples of arts contributions

recipients: Wadsworth Atheneum, Greater Hartford Arts Council, Philadelphia Orchestra, Pennsylvania Ballet

Kinds of support normally considered: Special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants
- 2—Publicity value, support by other firms
- 3—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Awards received for arts support: Business Volunteers For The Arts

**The CNA Insurance
Companies
CNA Plaza
Chicago, IL 60685**

Corporate contact: Joan E. Cacciatore,
Community Relations Manager
Phone: (312) 822-5318

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—branch manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in year
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list
Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials

ARTS SUPPORT

Preferred arts organizations/activities: Youth/
education

**Kinds of arts organizations/activities
supported:** Community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Chicago Opera Theatre, Lyric
Opera of Chicago, Chicago Symphony
Orchestra, Victory Gardens, City Lit Theater
Company

Kinds of support normally considered: Special
projects, in-kind goods/services, printing,
design

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, employee involvement,
publicity value, artistic merit, management
capability
3—Matching grants, size of audience,
coordination with similar groups, board of
directors
5—Support by other firms, support by
foundations/government, quality of
applications, gifts from individuals

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

**CSX Corporation
901 East Cary Street
The James Center
Richmond, VA 23219**

Corporate contact: Patricia H. Neal, Manager,
Corporate Contributions
Phone: (804) 782-1400

Information year: 1986

Total contributions: \$4,769,000

Arts & culture: Total contributions, \$805,574;
largest contribution, \$60,000; number of
contributions, 95; median contribution,
\$10,000

Health & welfare: Total contributions, \$1,386,539; largest contribution, \$70,000; number of contributions, 289; median contribution, \$3,000

Education: Total contributions, \$1,856,505; largest contribution, \$75,000; number of contributions, 138 (does not include matching gifts); median contribution, \$5,000

Civic: Total contributions, \$551,652; largest contribution, \$95,000; number of contributions, 84; median contribution, \$2,000

Other: Total contributions, \$168,964; largest contribution, \$25,000; number of contributions, 56; median contribution, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Jacksonville, FL; Baltimore

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early in year
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Cummer Gallery of Art (Jacksonville), Jacksonville Arts Assembly, Kentucky Center for the Arts, Virginia Museum Foundation (Richmond), Louisville Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement
- 2—Impact on local community, size of audience, quality of applications, artistic merit, management capability
- 3—Geographical location, publicity value, board of directors
- 4—Support by foundations/government, gifts from individuals, coordination with similar groups
- 5—Support by other firms

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, plays, advertising

Cabot Corporation Waltham, MA

Foundation/Trust:
**Cabot Corporation Foundation,
Inc.**

**950 Winter Street
P.O. Box 9073
Waltham, MA 02254**

Foundation contact: Ruth C. Scheer,
Executive Director
Phone: (617) 890-0200

Information year: 1986

Preferred charitable causes: Science education

Total contributions: \$1,228,842

Arts & culture: Total contributions, \$90,100; largest contribution, \$25,000; number of contributions, 20; median contribution, \$5,000

Education: Total contributions, \$658,025; largest contribution, \$50,000; number of contributions, 403; median contribution, \$9,000

Civic: Total contributions, \$403,217; largest contribution, \$25,000; number of contributions, 90; median contribution, \$5,000

Other: Total contributions, \$77,500; largest contribution, \$15,000; number of contributions, 18; median contribution, \$5,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—chairperson of community relations team

Annual report on contributions: Yes

Application deadline: February 1, May 1, August 1, November 1

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Boston Museum of Fine Arts, \$1,250, membership; Boston Symphony Orchestra, \$5,000, youth concerts; Ohio Ballet (Akron), \$750, general support; Carson County Square House Museum, \$2,500, education center; Lone Star Ballet, \$6,000, special guest artists

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability
- 2—Employee involvement, publicity value, size of audience, artistic merit
- 3—Coordination with similar groups
- 4—Support by other firms, support by foundations/government, board of directors
- 5—Matching grants, gifts from individuals

CalMat Co.

**3200 San Fernando Road
Los Angeles, CA 90065**

Corporate contact: Joana J. Pierce, Assistant Secretary

Information year: 1986

Contributions objectives: To support charitable, educational and cultural groups in our operating areas

Total contributions: \$110,000

Arts & culture: Total contributions, \$10,000; largest contribution, \$2,500; number of contributions, 12

Health & welfare: Total contributions, \$47,950

Education: Total contributions, \$8,500

Civic: Total contributions, \$43,550

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: September 30

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: California Museum of Science and Industry, \$2,000; KCET (Public Television), \$1,000; Los Angeles Museum of Natural History, \$2,500; Inland Empire Symphony, \$1,000

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 3—Employee involvement, artistic merit, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

**California and Hawaiian
Sugar Company**
1 California Street
San Francisco, CA 94111

Foundation/Trust:
The C & H Charitable Trust

Corporate contact: William H. Stewart,
President

Phone: (415) 772-3873

Information year: 1986

Contributions objectives: To support organizations in which employees are involved

Total contributions: \$98,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 73%; plant locations, 27%

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Quarterly

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: KQED (Public Television), San Francisco Opera, San Francisco Symphony, Oakland Ballet, Oakland Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 3—Support by other firms, size of audience
- 4—Board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Campbell Soup Company

**Campbell Place
Camden, NJ 08101**

**Foundation/Trust:
Campbell Soup Fund**

Corporate contact: Frank Moore, Manager of
Community Relations
Phone: (609) 342-6431

Information year: 1986

Contributions objectives: To encourage and support local community organizations that benefit employees and the community at large

Preferred charitable causes: Federated fund drives

Total contributions: \$3,300,000

Arts & culture: Total contributions, \$400,000

Health & welfare: Total contributions,
\$720,000

Education: Total contributions, \$875,000

Civic: Total contributions, \$285,000

Other: Total contributions, \$1,020,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home office, plant locations, 20%; international, 60%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

Weeks required for full review and decisions:
8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials

Technical assistance provided: Accounting/fiscal management, design services

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, art schools

Recent examples of arts contributions

recipients: Philadelphia Museum of Art, Philadelphia Ballet, Paper Mill Theater (NJ), WHYY (Public Television), Opera Company of Philadelphia

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 3—Support by other firms, size of audience, quality of applications, artistic merit, management capability, board of directors
- 4—Support by foundations/government, gifts from individuals
- 5—Publicity value, matching grants, coordination with similar groups

Capitol Life Insurance Company

**1600 Sherman Street
Denver, CO 80203**

Corporate contact: Linda Turpin,
Contributions Coordinator
Phone: (303) 861-4065

Information year: FY ending December 1986

Total contributions: \$80,000

Arts & culture: Total contributions, \$10,000

Health & welfare: Total contributions, \$35,000

Education: Total contributions, \$30,000

Civic: Total contributions, \$5,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Annual report
Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/unity arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Denver Art Museum, Denver Museum of Natural History, Denver Symphony, Denver Center for Performing Arts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, coordination with similar groups, management capability
- 3—Publicity value, support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit, board of directors
- 4—Size of audience

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, dance, plays, competitions, festivals, public TV/radio, advertising, memberships, gala benefits

Carolina Power & Light Company

**P.O. Box 1551
411 Fayetteville Street
Raleigh, NC 27602**

Corporate contact: Albert L. Morris, Vice President, Corporate Communications
Phone: (919) 836-6216

Information year: 1986

Preferred charitable causes: Human services; education; arts and culture

Total contributions: \$1,254,712

Arts & culture: Total contributions, \$69,190; largest contribution, \$10,000

Health & welfare: Total contributions, \$136,570; largest contribution, \$40,000

Education: Total contributions, \$427,841; largest contribution, \$35,000

Civic: Total contributions, \$359,934; largest contribution, \$20,000

Other: Total contributions, \$261,177; largest contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Company service area, 100%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions: 14

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: North Carolina Symphony Society, \$10,000; North Carolina Opera, \$3,000; North Carolina School of the Arts Foundation, Inc., \$3,000; St. John's Museum of Art (Wilmington, NC), \$10,000; Raleigh Little Theater, \$5,000

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, support by other firms

3—Employee involvement, size of audience, coordination with similar groups, management capability, board of directors

5—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Carpenter Technology Corporation

P.O. Box 14662

Reading, PA 19612

Foundation/Trust:

Carpenter Technology Corporation Foundation

Corporate contact: W.J. Pendleton, Director, Corporate Affairs

Phone: (215) 371-2214

Information year: 1986

Total contributions: \$584,399

Arts & culture: Total contributions, \$20,325; largest contribution, \$15,000; number of contributions, 11

Health & welfare: Total contributions, \$321,866; largest contribution, \$166,000; number of contributions, 58

Education: Total contributions, \$219,891; largest contribution, \$70,000; number of contributions, 34

Civic: Total contributions, \$11,165; largest contribution, \$1,900; number of contributions, 22

Other: Total contributions, \$11,152; largest contribution, \$4,000; number of contributions, 7

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Reading Symphony Orchestra, Penn State University-Berks Summer Theatre, Historical Society of Berks County, Reading Musical Foundation, Bynden Wood Music Association

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Matching grants, quality of applications
- 3—Support by other firms, artistic merit, management capability
- 4—Publicity value, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Carson Pirie Scott & Company Chicago, IL

Foundation/Trust:

Carson Pirie Scott Foundation

36 South Wabash

Chicago, IL 60603

Foundation contact: Kathleen M. Byrnes, Director

Phone: (312) 744-2025

Information year: FY ending December 1986

Contributions objectives: To support organizations in which employees are involved

Total contributions: \$381,580

Arts & culture: Total contributions, \$42,700

Health & welfare: Total contributions, \$247,290

Education: Total contributions, \$61,840

Civic: Total contributions, \$29,750

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations

Top non-home office locations for contributions: Memphis

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—field manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: Late summer or early fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Services through employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Symphony Orchestra, Lyric Opera of Chicago, Brooks Museum (Memphis), Chicago Public Television

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, management capability
- 2—Support by other firms, support by foundations/government, size of audience, artistic merit, board of directors
- 3—Publicity value, matching grants
- 4—Geographical location, quality of applications, gifts from individuals, coordination with similar groups

Cenex/Land O'Lakes AG Services

P.O. Box 64089
St. Paul, MN 55164

Foundation/Trust:
Cenex Foundation
5500 Cenex Drive
Inver Grove Heights, MN 55075

Corporate contact: Jean Jantzen, Corporate Services Manager
Phone: (612)451-5151

Information year: FY ending in 1986

Total contributions: n/a

Arts & culture: Total contributions, none

Scope of information:

Geographic areas encompassed by arts contributions: National, home office, upper northwestern states

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Centerre Bank N.A.
One Centerre Plaza
St. Louis, MO 63101

Foundation/Trust:
Centerre Bank N.A. Charitable Trust

Corporate contact: Vicki K. Boardman,
Marketing Officer, Community Affairs
Phone: (314) 554-6541

Information year: 1985

Total contributions: \$561,446

Arts & culture: Total contributions, \$77,541

Health & welfare: Total contributions,
\$264,870

Education: Total contributions, \$160,730

Civic: Total contributions, \$47,983

Other: Total contributions, \$10,322

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 95%; community
banks, 5%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No
Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget

Weeks required for full review and decisions:
6

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Arts and Education Council of St.
Louis, St. Louis Symphony, St. Louis Art
Museum, St. Louis Botanical Gardens

Kinds of support normally considered: General
operating expenses, capital projects, special -
projects, in-kind goods/services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, management capability
- 2—Support by other firms, size of audience,
gifts from individuals, coordination with
similar groups, artistic merit, board of
directors
- 3—Employee involvement, publicity value
- 5—Matching grants, support by foundations/
government, quality of applications

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music
concerts, dance, plays, festivals, gala benefits

Centex Corporation
3333 Lee Parkway
P.O. Box 19000
Dallas, TX 75219

Corporate contact: Sheila E. Gallagher, Vice
President

Phone: (214) 559-6500

Information year: 1987

Total contributions: more than \$100,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 12-16

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Dallas Museum Of Art, Dallas Symphony

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit
- 2—Support by other firms, size of audience
- 3—Employee involvement, management capability, board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Gala benefits

Central Hudson Gas & Electric Corporation 284 South Avenue Poughkeepsie, NY 12601

Corporate contact: Paul J. Ganci, Senior Vice President

Phone: (914) 452-2000

Information year: FY ending December

Total contributions: \$104,300

Arts & culture: Total contributions, \$7,250

Health & welfare: Total contributions, \$87,000

Education: Total contributions, \$3,000

Civic: Total contributions, \$7,150

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fourth quarter

Written guidelines available: No

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: Capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community
- 2—Geographical location, employee involvement, coordination with similar groups, management capability
- 3—Support by other firms, size of audience
- 4—Matching grants, support by foundations/government, quality of applications, gifts from individuals, artistic merit, board of directors
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

**Cessna Aircraft Company
Wichita, KS**

**Foundation/Trust:
Cessna Foundation
5800 East Pawnee Road
Wichita, KS 67218**

Foundation contact: Dean Humphrey,
Secretary and Treasurer
Phone: (316) 685-9111

Information year: FY ending December 1987

Preferred charitable causes: Cultural; health and welfare; religious

Total contributions: \$400,000

Arts & culture: Total contributions, \$30,000

Health & welfare: Total contributions,
\$170,000

Education: Total contributions, \$190,000
(includes civic)

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, office
locations, plant locations, sales locations

Non-home office contributions decisions:
Trustees

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Weeks required for full review and decisions:
Maximum 36

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company
products/services

ARTS SUPPORT

Preferred arts organizations/activities:
Museums, symphony

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, visual arts/crafts, theater, symphony/
chamber orchestra, dance, opera

Recent examples of arts contributions
recipients: Hutchinson Symphony, Wichita Art
Museum, Symphony Society

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, technical assistance from
company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Artistic merit, management capability
- 3—Employee involvement, size of audience, board of directors
- 4—Support by other firms, matching grants, gifts from individuals, coordination with similar groups
- 5—Publicity value

Champion Products Inc.
3141 Monroe Avenue
Rochester, NY 14618

Corporate contact: J.F. Hackett, Vice
President, Human Resources
Phone: (716) 385-3200

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Application deadline: July of preceding year

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8-12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
theater, symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** GeVa Philharmonic (Rochester),
Eastman School of Music, Rochester Museum

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Publicity value, matching grants,
coordination with similar groups, artistic
merit, management capability, board of
directors
- 3—Employee involvement, size of audience
- 4—Quality of applications
- 5—Support by other firms, support by
foundations/government, gifts from
individuals

Charter Medical Corporation
P.O. Box 209
Macon, GA 31298

Corporate contact: Beverly Peavy, Public
Relations Manager
Phone: (912) 742-1161

Information year: 1986

Contributions objectives: To provide support
to mental health and education-related events
and projects which emphasize direct benefits
to individuals, patients, students and recipients
of charity services

Preferred charitable causes: Mental health;
education; health care in general

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 5%; home office, 90%;
plant locations, 5%

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September-March
Written guidelines available: No

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter, IRS letter, application form

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Macon Area Community Theater, Macon Arts Council, Middle Georgia Symphony Orchestra, Macon Civic Chorale, Museum of Arts and Sciences (Macon)

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, artistic merit
- 2—Geographical location, impact on local community, management capability
- 3—Matching grants, board of directors
- 4—Employee involvement
- 5—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, memberships, gala benefits

The Chase Manhattan Bank, N.A.

**1 Chase Manhattan Plaza
New York, NY 10081**

Corporate contact: John R. Meekin, Director of Philanthropic Activities
Phone: (212) 676-5080

Information year: 1985

Total contributions: \$8,084,806

Arts & culture: Total contributions, \$1,090,383; largest contribution, \$150,000; number of contributions, 63

Health & welfare: Total contributions, \$1,315,000; largest contribution, \$850,000; number of contributions, 44

Education: Total contributions, \$2,039,637; largest contribution, \$50,000; number of contributions, 103

Civic: Total contributions, \$425,000; largest contribution, \$62,500; number of contributions, 27

Other: Total contributions, \$3,443,786; largest contribution, \$100,000; number of contributions, 686

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 99%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: December-January
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Minimum 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Contact: Francine Lynch, Contributions Officer

Phone: (212) 676-5076

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Brooklyn Academy of Music, \$10,000, performing arts program for young people; Museum of Modern Art, \$40,000, operating expenses; Metropolitan Museum of Art, \$50,000, operating expenses; Lower Manhattan Cultural Council, \$23,000, Women in Jazz (\$13,000); National Corporate Fund for Dance, \$45,000, operating expenses

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, artistic merit, management capability, sound fiscal management
- 2—Employee involvement, publicity value, support by foundations/government, board of directors
- 3—Support by other firms, gifts from individuals, coordination with similar groups
- 5—Matching grants

Awards received for arts support: Business in the Arts Award

Chatham Manufacturing Company

East Main Street
Elkin, NC 28621

Foundation/Trust: Chatham Foundation

Corporate contact: Nelson Lowe, Vice President

Phone: (919) 835-2211

Information year: FY ending December 1986

Contributions objectives: To support organizations in areas in which employees work and live

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, northwestern Carolina

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services, in-kind services are provided to local areas only

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Foot Hills Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, board of directors
- 3—Coordination with similar groups, artistic merit, management capability
- 4—Support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals
- 5—Publicity value, matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, competitions, festivals

Chemical Bank
380 Madison Avenue
New York, NY 10017

Corporate contact: Marian Z. Stern, Assistant Vice President, Community Programming
Phone: (212) 304-5851

Information year: 1986

Contributions objectives: To improve the quality of life in our communities, encourage well-managed nonprofit organizations and assist institutions and community groups in a manner that nurtures development, rather than increases dependency

Preferred charitable causes: Housing; economic development/employment training; arts for children

Total contributions: \$8,000,000

Arts & culture: Total contributions, \$934,700; largest contribution, \$350; median contribution, \$5,000

Health & welfare: Total contributions, \$1,842,000; largest contribution, \$850,000; median contribution, \$5,000

Education: Total contributions, \$2,263,100; largest contribution, \$987,000; median contribution, \$5,000

Civic: Total contributions, \$102,000; largest contribution, \$25,000; median contribution, \$3,500

Other: Total contributions, \$515,000; largest contribution, \$35,000; median contribution, \$7,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, emphasis on New York City

Non-home office contributions decisions: operating units outside of New York City

Annual report on contributions: Yes

Best time to apply: January-September
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, biographies

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

Technical assistance provided: General management, computerization

ARTS SUPPORT

Preferred arts organizations/activities: Arts for children

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Dance Theatre of Harlem, \$6,000, operating expenses; Brooklyn Children's Museum, \$5,000, operating expenses; 92nd Street "Y" Performing Arts, \$8,000, operating expenses; Circle in the Square, \$5,000, operating expenses; Studio in a School, \$3,500, operating expenses

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability, fiscal management
- 2—Support by other firms, support by foundations/government, size of audience, board of directors
- 3—Employee involvement, coordination with similar groups
- 4—Publicity value, matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Jutta V. Matijasic, Vice President
Phone: (212) 701-4908

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, festivals, advertising

Chesapeake Corporation
West Point, VA**Foundation/Trust:****Chesapeake Corporation**
Foundation

P.O. Box 311

West Point, VA 23181

Foundation contact: Daniel C. Lewis,
Secretary

Phone: (804) 843-5000

Information year: FY ending June 1985

Contributions objectives: The foundation's areas of interest are primarily oriented toward organizations where the majority of the employees live, work and procure their educational, medical and social services.

Preferred charitable causes: Education; health and medical services; community services

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Top non-home office locations for contributions: North Carolina; Pennsylvania; New York; Kentucky; Indiana

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: September

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Virginia Museum, Virginia Opera, Virginia Symphony, Virginia Ballet

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications, artistic merit, management capability, board of directors
- 3—Publicity value, size of audience, coordination with similar groups
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Chesebrough-Pond's Inc. Greenwich, CT 06881

Corporate contact: Janet L. Hooper, Manager,
Corporate and Social Responsibility
Phone: (203) 222-3754

Information year: 1986

Contributions objectives: To support local communities and encourage employee involvement

Preferred charitable causes: Education; arts education

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—plant manager

Annual report on contributions: No

Best time to apply: Early fall

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
10

Consider requests from organizations not currently being supported: No
Might again do so: 1988

In-kind Services and Technical Assistance

In-kind services provided: Printing

Technical assistance provided: Planning, volunteers

ARTS SUPPORT

Contact: Vivian Warfield, Manager of
Community Affairs

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: John F. Kennedy Center, American Shakespeare Theatre, American Museum of Natural History, Lincoln Center, Dance Theater of Harlem

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value
- 2—Employee involvement, support by other firms, board of directors
- 3—Matching grants, size of audience, quality of applications, artistic merit, management capability
- 4—Support by foundations/government
- 5—Gifts from individuals, coordination with similar groups

Awards received for arts support: Business in the Arts Award

Chevron Corporation
P.O. Box 7753
575 Market Street
San Francisco, CA 94120.

Corporate contact: J.W. Rhodes, Jr., Manager, Contributions

Information year: FY ending December 1986

Preferred charitable causes: K-12 education; environment; training of nonprofit management

Total contributions: \$18,651,000

Arts & culture: Total contributions, \$1,714,000; largest contribution, \$56,500; number of contributions, 497; median contribution, \$750

Health & welfare: Total contributions, \$4,492,000; largest contribution, \$250,000; number of contributions, 1,1162; median contribution, \$250

Education: Total contributions, \$9,583,000; largest contribution, \$200,000; number of contributions, 1,223; median contribution, \$1,500

Civic: Total contributions, \$635,000; largest contribution, \$40,000; number of contributions, 312; median contribution, \$100

Other: Total contributions, \$2,227,000; largest contribution, \$140,000; number of contributions, 416; median contribution, \$943

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: International, 8%; national, 92%; home office, office locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Contact: R.C. Wooten, Corporate Advertising and Arts Liaison

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: San Francisco Symphony, \$50,000, teacher's guide for children's concerts; San Francisco Opera, \$50,000, underwrite super titles; Fine Arts Museum of San Francisco, \$10,000, video music for elementary schools; San Francisco Ballet, \$25,000, underwrite San Francisco premiere of "Sunset" ballet; San Francisco Museum of Modern Art, \$10,000, free-Thursday nights

Kinds of support normally considered: General operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, size of audience, gifts from individuals, management capability, board of directors
- 2—Publicity value, support by other firms, support by foundations/government, coordination with similar groups, artistic merit
- 3—Matching grants, quality of applications
- 4—Employee involvement

Sponsorships through Advertising/Public Relations

Contact: D.D. Johnson, Manager, Community Relations and Corporate Advertising
Phone: (415) 894-3539

Estimated total budget for sponsorships:
\$3,000,000

Kinds of arts sponsorships supported: Public TV/radio

Awards received for arts support: San Francisco Chamber of Commerce Business in the Arts Award, 1984

**Chubb Life Insurance
Company of America
One Granite Place
Concord, NH 03301**

Corporate contact: Gary Ruppert, Senior Vice President, Corporate Services
Phone: (603) 224-7741

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

In-kind Services and Technical Assistance

Technical assistance provided: General management

ARTS SUPPORT

Preferred arts organizations/activities: New Hampshire organizations

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects, international cultural exchange, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Matching grants, quality of applications, gifts from individuals
- 3—Employee involvement, size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Publicity value, support by other firms, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

**Church & Dwight Co., Inc.
469 North Harrison Street
Princeton, NJ 08540**

Corporate contact: John J. Langsdorf, Manager, Community Relations
Phone: (609) 683-5900

Contributions objectives: To bring benefits to the communities in which the company is located and where its employees live

Total contributions: n/a

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Top non-home office locations for contributions: Syracuse, NY; Old Fort, OH; Green River, WY

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—plant manager

Annual report on contributions: No
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

Technical assistance provided: General management

ARTS SUPPORT

Preferred arts organizations/activities: Princeton area organizations

Kinds of arts organizations/activities supported: Community arts

Recent examples of arts contributions recipients: McCarter Theatre, \$1,000, general support; Princeton Ballet, \$150, general support; Greater Princeton Youth Orchestra, \$85, general support; Historical Society of Princeton, \$250, general support

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, publicity value

3—Support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

5—Matching grants

Ciba-Geigy Corporation **444 Saw Mill River Road** **Ardsey, NY 10522**

Corporate contact: Nicholas Kalm, Public Affairs Administrator
Phone: (914) 478-3131

Information year: FY ending December 1986

Preferred charitable causes: Health; education; science

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Alabama; New York; New Jersey; North Carolina; Louisiana

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September and August
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services, in-kind services are very limited although each request is considered individually

Technical assistance provided: Design services, employee volunteers

ARTS SUPPORT

Preferred arts organizations/activities: Visual arts, museums, exhibitions

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Solomon R. Guggenheim Museum, Whitney Museum of American Art, Hudson River Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, international cultural exchange, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, size of audience, quality of applications, artistic merit, management capability
- 3—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, coordination with similar groups
- 4—Gifts from individuals, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, festivals, public TV/radio

CITICORP/CITIBANK

**399 Park Avenue
New York, NY 10043**

Corporate contact: Elizabeth Howland, Vice President

Phone: (312) 993-3064

Information year: 1986

Total contributions: \$10,300,000

Arts & culture: Total contributions, 25%

Health & welfare: Total contributions, 23% (includes United Way)

Education: Total contributions, 28%

Civic: Total contributions, 19%

Other: Total contributions, 5%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Application deadline: March: museums; June: performing arts; September: arts service organizations, public broadcasting, zoos, botanical gardens

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 13

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, on a local level to arts councils/united arts funds, community arts and literature

Recent examples of arts contributions recipients: Guthrie Theatre Foundation, \$35,000; Paul Taylor Dance Foundation, Inc., \$20,000, renovation/operating support; Museum of Science and Industry (Illinois), \$300,000 (over 3 years), Black Achievers in Science Exhibit; Coconut Grove Playhouse State Theatre of Florida Corporation, \$30,000; Brooklyn Academy of Music, \$7,500

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, size of audience, artistic merit, management capability
- 2—Geographical location, employee involvement, publicity value, quality of applications, board of directors
- 3—Coordination with similar groups
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals

Citizens Savings Bank and Citizens Trust Company Providence, RI

Foundation/Trust:
Citizens Charitable Foundation
870 Westminster Street
Providence, RI 02903

Foundation contact: D. Faye Sanders,
Trustee and Principal Manager
Phone: (401) 456-7285

Information year: 1986

Preferred charitable causes: Housing
neighborhood revitalization

Total contributions: \$275,387

Arts & culture: Total contributions, \$13,125;
largest contribution, \$5,000; number of
contributions, 7

Health & welfare: Total contributions,
\$185,300; largest contribution, \$134,000;
number of contributions, 25

Education: Total contributions, \$59,512; largest
contribution, \$10,412; number of contributions,
25

Civic: Total contributions, \$17,450; largest
contribution, \$3,500; number of contributions,
10

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations,
state of Rhode Island

Annual report on contributions: Yes
Annual report planned: No

Best time to apply: September-December
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8-10

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Trinity Square Repertory Theatre,
\$3,000, capital fund; Ocean State Performing
Arts Center, \$5,000, capital fund; Rhode
Island Arts Fund, \$1,500, payment of \$6,000
matching pledge of the National Council on
the Arts; Rhode Island School of Design
Museum of Art, \$500, annual support;
Children's Museum of Rhode Island, \$1,000,
arts exhibit

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit
- 2—Publicity value, size of audience, management capability, neighborhood-based audience
- 3—Support by other firms, gifts from individuals
- 4—Employee involvement, support by foundations/government, board of directors
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Contact: Denise Hartman, Senior Vice President

Phone: (401) 456-7000

Estimated total budget for sponsorships: \$100,000

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, performance tours, competitions, festivals, advertising, memberships, gala benefits

The Coca-Cola Company Atlanta, GA

Foundation/Trust:

The Coca-Cola Foundation

P.O. Drawer 1734

One Coca-Cola Plaza

Atlanta, GA 30301

Foundation contact: Margaret Cox, Executive Director

Phone: (404) 676-3740

Information year: 1986

Preferred charitable causes: Education; health and welfare; arts and culture/civic

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, subsidiaries

Top non-home office locations for contributions: Houston; Los Angeles; New York

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First half of year

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 90-120 days

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability
- 2—Publicity value, support by other firms, support by foundations/government, size of audience
- 3—Matching grants, board of directors

Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022

Corporate contact: Nick Glaviano, Assistant Director, Financial Services
Phone: (212) 310-2000

Information year: FY ending December 1986

Contributions objectives: To support organizations where offices and plants are located. Support to national organizations is limited.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Initial contact for non-home office request: Field—plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: August-September

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Complete budget, IRS letter

Weeks required for full review and decisions: 3

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Lincoln Center, Metropolitan Museum of Art, Modern Museum of Art, Whitney Museum of American Art

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
 - 2—Size of audience, quality of applications, artistic merit, management capability
 - 3—Impact on local community, employee involvement, publicity value, support by other firms, matching grants, gifts from individuals, coordination with similar groups, board of directors
 - 4—Support by foundations/government
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Colorado Interstate Gas Company
P.O. Box 1087
Colorado Springs, CO 80944

Corporate contact: John F. Chandler, Vice President

Phone: (303) 473-2300 x4544

Information year: 1986

Preferred charitable causes: United Way; Colorado Springs Symphony; Colorado College

Total contributions: \$100,000

Arts & culture: Total contributions, \$10,000; largest contribution, \$2,500; number of contributions, 13

Health & welfare: Total contributions, \$30,000; largest contribution, \$20,000; number of contributions, 12

Education: Total contributions, \$22,000; largest contribution, \$10,000; number of contributions, 7

Civic: Total contributions, \$3,000; largest contribution, \$1,500; number of contributions, 8

Other: Total contributions, \$35,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Top non-home office locations for contributions: Denver; Pueblo, CO; Amarillo, TX; Boulder, CO

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—district superintendent

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to September for next calendar year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Preferred arts organizations/activities: Colorado Springs Symphony, Denver Symphony, Public Radio/Television

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pikes Peak Theater, Central City Opera Association, Colorado Springs Fine Arts Center, Colorado Opera Festival, Colorado Springs Symphony

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Employee involvement, support by other firms

3—Coordination with similar groups, artistic merit, management capability, board of directors

5—Publicity value, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, public TV/radio, advertising, memberships

Colt Industries Inc New York, NY

Foundation/Trust:

**Colt Industries Charitable
Foundation**

430 Park Avenue

New York, NY 10022

Foundation contact: John F. Campbell, Vice President, Public Relations

Phone: (212) 940-0565

Information year: 1986

Contributions objectives: To enhance the quality of life in communities in which the company has operations

Total contributions: \$574,167

Arts & culture: Total contributions, \$81,700; largest contribution, \$12,000; number of contributions, 26; median contribution, \$2,500

Health & welfare: Total contributions, \$273,387; largest contribution, \$20,000; number of contributions, 102; median contribution, \$2,500

Education: Total contributions, \$112,230; largest contribution, \$10,000; number of contributions, 50; median contribution, \$1,500

Civic: Total contributions, \$106,820; largest contribution, 5,000; number of contributions, 40; median contribution, \$800

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, plant locations

Top non-home office locations for contributions: Hartford, CT; Rochester, NY; Detroit, MI; Des Moines, IA; Burbank, CA

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—division president

Annual report on contributions: Yes

Best time to apply: Fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, contributors list, audited statement
Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Lincoln Center, National Corporate Fund for Dance, Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience, quality of applications, board of directors
- 3—Employee involvement, support by foundations/government
- 4—Support by other firms, coordination with similar groups
- 5—Publicity value, matching grants, gifts from individuals

The Columbia Gas System, Inc.

20 Montchanin Road
Wilmington, DE 19807

Corporate contact: Bruce Quayle, Vice President, Corporate Communications
Phone: (302) 429-5262

Information year: FY ending December 1986

Total contributions: \$934,000

Arts & culture: Total contributions, \$58,000

Health & welfare: Total contributions, \$562,000

Education: Total contributions, \$249,000

Civic: Total contributions, \$27,000

Other: Total contributions, \$38,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 11%; office locations, 89%

Top non-home office locations for contributions: Columbus, OH; Charleston, WV; Pittsburgh, PA; Toledo, OH; Richmond, VA

Non-home office contributions decisions: Field office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio, symphony/chamber orchestra

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, publicity value, support by other firms, support by foundations/government, board of directors
- 4—Matching grants, gifts from individuals

Comerica Incorporated **211 West Fort Street** **Detroit, MI 48275**

Corporate contact: Loretta G. Smith,
Community Relations Director
Phone: (313) 222-6987

Information year: 1986

Total contributions: \$742,123

Arts & culture: Total contributions, \$76,390; largest contribution, \$35,000; number of contributions, 26

Health & welfare: Total contributions, \$8,050; largest contribution, \$2,500; number of contributions, 11

Education: Total contributions, \$202,629; largest contribution, \$31,000; number of contributions, 27

Civic: Total contributions, \$151,319; largest contribution, \$20,000; number of contributions, 41

Other: Total contributions, \$303,735; largest contribution, \$170,100; number of contributions, 58

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 50%; office locations, 50%

Top non-home office locations for contributions: Jackson, MI; Ann Arbor, MI; Kalamazoo, MI; Hackley, MI; Midland, MI

Non-home office contributions decisions: Home office

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, application form

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, donated materials

Technical assistance provided: Design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, employee involvement, support by other firms, board of directors
- 2—Impact on local community, publicity value, coordination with similar groups, management capability
- 3—Support by foundations/government, quality of applications, artistic merit
- 5—Matching grants, size of audience, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Loretta Massetti, Community Relations Associate

Phone: (313) 222-6104

Estimated total budget for sponsorships:
\$30,000

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, festivals, gala benefits

Commerce Bancshares, Inc.

P.O. Box 13686
Kansas City, MO 64199

Corporate contact: Gail Collins, Director of Advertising

Phone: (816) 234-2000

Information year: 1986

Contributions objectives: To support the Kansas City and Missouri areas

Preferred charitable causes: Health and welfare; civic; education

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, sales locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
2

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, arts support is minimal and limited to the local area only

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, size of audience, quality of applications, management capability
- 4—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Commercial Shearing, Inc. Youngstown, OH

Foundation/Trust:
Commercial Shearing Foundation
1775 Logan Avenue
Youngstown, OH 44505

Information year: 1986

Contributions objectives: To enhance the lives of employees

Preferred charitable causes: United Way; American Heart Association; American Cancer Society

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—plant managers

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, confirmation of 501(c)(3) status

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Youngstown Playhouse, Youngstown Symphony Society, Butler Institute of American Art

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, board of directors
- 2—Support by other firms, quality of applications
- 3—Size of audience, management capability
- 4—Artistic merit
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Computer Sciences Corporation 2100 East Grand Avenue El Segundo, CA 90245

Corporate contact: D. Horton, Senior Staff Administrator, Corporate Communications
Phone: (213) 615-0311

Information year: 1986

Contributions objectives: Local contributions mainly to health and human services agencies with charitable purpose

Total contributions: n/a

Arts & culture: Total contributions, 2%

Health & welfare: Total contributions, 60%

Education: Total contributions, 18%

Civic: Total contributions, 20%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

3—Support by foundations/government

**Connecticut Mutual Life,
Member of CM Alliance
140 Garden Street
Hartford, CT 06154**

**Foundation/Trust:
Connecticut Mutual Life
Foundation**

Corporate contact: Astrida R. Olds, Corporate Responsibility Officer

Phone: (203) 727-6621

Information year: FY ending December 1986

Preferred charitable causes: Education; housing; employment and health

Total contributions: \$1,236,145

Arts & culture: Total contributions, \$92,500; largest contribution, \$67,500

Health & welfare: Total contributions, \$369,480; largest contribution, \$195,373

Education: Total contributions, \$371,009; largest contribution, \$50,000

Civic: Total contributions, \$403,156; largest contribution, \$16,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, program goal statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, management capability

2—Employee involvement, support by other firms, coordination with similar groups, artistic merit

3—Publicity value

4—Support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors

5—Matching grants

Consolidated Aluminum Corporation
P.O. Box 14448
63146 Westline Industrial Drive
St. Louis, MO 63141

Corporate contact: Diane Sandler, Personnel Administrator

Phone: (314) 878-6950

Information year: 1986

Contributions objectives: To support local charities.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Best time to apply: Fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 2

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds,

community arts, museums, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Arts and Education Council, St.

Louis Symphony Orchestra, St. Louis Art Museum, St. Louis Philharmonic

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, publicity value, size of audience, artistic merit

2—Management capability, board of directors

4—Employee involvement, support by other firms

5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Consolidated Papers, Inc.
Wisconsin Rapids, WI

Foundation/Trust:

Consolidated Papers Foundation, Inc.

P.O. Box 50

231 First Avenue North

Wisconsin Rapids, WI 54494

Foundation contact: Daniel P. Meyer, Director of Public Affairs and President, Foundation

Phone: (715) 422-3368

Information year: 1986

Preferred charitable causes: United Way in communities where Consolidated Papers, Inc. operates

Total contributions: \$961,062

Arts & culture: Total contributions, \$92,237; largest contribution, \$30,000; number of contributions, 16; median contribution, \$3,000

Health & welfare: Total contributions, \$74,675; largest contribution, \$25,000; number of contributions, 14; median contribution, \$1,100

Education: Total contributions, \$583,675; largest contribution, \$50,000; number of contributions, 47; median contribution, \$6,000

Civic: Total contributions, \$199,095; largest contribution, \$89,000; number of contributions, 12; median contribution, \$1,250

Other: Total contributions, \$15,380; largest contribution, \$5,000; number of contributions, 13; median contribution, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Top non-home office locations for contributions: Wisconsin; Michigan

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: January or July
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 24

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Arts Council of South Wood County, \$3,500, operating expenses; Wisconsin (Public Television), \$25,000, underwrite programs; State Historical Society of Wisconsin, \$30,000, paper conservation project

Kinds of support normally considered: General operating expenses, endowment campaigns, special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, management capability
- 3—Quality of applications, board of directors
- 4—Publicity value, support by other firms, size of audience, artistic merit
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Competitions, festivals, public TV/radio, advertising

Awards received for arts support: Wisconsin Governor's Award, 1986

Consumers Power Company **212 West Michigan Avenue** **Jackson, MI 49201**

Corporate contact: Herbert E. Spieler, Manager, Public Affairs, Planning and Research

Phone: (517) 788-0550

Information year: 1986

Preferred charitable causes: Health and welfare; civic; education

Total contributions: \$408,000

Arts & culture: Total contributions, \$83,940 (includes civic)

Health & welfare: Total contributions, \$4,725

Education: Total contributions, \$55,475

Other: Total contributions, \$221,664 (United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, primarily state of Michigan

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of year

Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement, background information

Weeks required for full review and decisions:
8-10

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Ella Sharp Museum, Michigan
Opera Theater

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services, sponsorships
through advertising/PR

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

**1—Geographical location, impact on local
community**

**2—Support by other firms, size of audience,
gifts from individuals, artistic merit,
management capability, board of directors**

**3—Employee involvement, publicity value,
coordination with similar groups**

**4—Matching grants, support by foundations/
government, quality of applications**

The Continental Corporation New York, NY

Foundation/Trust:
**The Continental Corporation
Foundation**

**80 Maiden Lane
New York, NY 10038**

Foundation contact: David Vidal, Assistant
Vice President

Phone: (212) 553-7729

Information year: 1986

Total contributions: \$1,400,000

Arts & culture: Total contributions, 23%

Health & welfare: Total contributions, 44%
(includes United Way)

Education: Total contributions, 28%

Other: Total contributions, 5%

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, office
locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: Yes; for 1988

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
3 months

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities: Film
Society, National Museum of Women in the
Arts, New York Public Library

Kinds of arts organizations/activities supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists

Recent examples of arts contributions recipients: Lincoln Center, Educational Broadcasting Corporation

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, publicity value
- 3—Employee involvement, artistic merit, management capability, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Conwood Corporation
813 Ridge Lake Boulevard
Memphis, TN 38119

Foundation/Trust:
American Snuff Charitable Trust

Corporate contact: D.L. Simpson, III,
Secretary
Phone: (901) 761-2050

Information year: 1986

Total contributions: n/a

Geographic areas encompassed by arts contributions: National, 15%; home office, — 75%; plant locations, 10%

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, public TV/radio, theater, symphony/chamber orchestra, dance, opera, primarily local arts groups

Recent examples of arts contributions recipients: Theatre Memphis, Dixon Gallery and Gardens, Memphis Arts Council

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Artistic merit, management capability
- 3—Size of audience, quality of applications
- 4—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors
- 5—Coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Arts sponsorships are primarily local and considered on an individual basis

Cooper Industries, Inc.
Houston, TX

Foundation/Trust:
Cooper Industries Foundation
P.O. Box 4446
4000 First City Tower
Houston, TX 77210

Foundation contact: Thomas W. Campbell,
President
Phone: (713) 739-5415

Information year: 1986

Contributions objectives: To support communities where Cooper is a significant employer and to help find solutions to issues affecting the general welfare as well as the company

Preferred charitable causes: United Way;
Junior Achievement

Total contributions: \$2,800,000

Arts & culture: Total contributions, \$400,000;
largest contribution, \$50,000

Health & welfare: Total contributions,
\$400,000; largest contribution, \$20,000

Education: Total contributions, \$700,000;
largest contribution, \$250,000

Civic: Total contributions, \$300,000; largest
contribution, \$100,000

Other: Total contributions, \$500,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 100%; plant locations,
50%

**Top non-home office locations for
contributions:** Syracuse, NY; Richmond, IN;
Raleigh, NC; Sturgis, MI; Mt. Vernon, OH

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—president, vice president or manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
Requests are considered quarterly

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Contact: Mrs. Patricia Mottram, Secretary,
Foundation
Phone: (713) 739-5632

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, film/video, opera

**Recent examples of arts contributions
recipients:** Houston Combined Arts Corporate
Campaign (Arts Fund), Houston Grand Opera,
North Carolina Symphony, Syracuse
Symphony, Wortham Theater

Kinds of support normally considered: Capital
projects, special projects, employee matching
gifts, (will double-match employee gift if
employee is volunteer with donee
organization)

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit
- 2—Support by other firms, matching grants,
size of audience, quality of applications,
management capability, board of directors
- 3—Employee involvement, gifts from
individuals, coordination with similar
groups
- 4—Publicity value

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, plays, advertising,
employee participation in Business Volunteers
to the Arts

CooperVision, Inc
3145 Porter Drive
Palo Alto, CA 94304

Corporate contact: Amanda Plumb, Public
Affairs Administrator
Phone: (415) 853-6000

Information year: 1986

Preferred charitable causes: Eye research

Total contributions: \$60,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, California area

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Spring
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space,
donated materials, donated company products/
services

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Performing arts, symphony/
chamber orchestra, opera

**Recent examples of arts contributions
recipients:** San Francisco Symphony, San
Francisco Opera

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
publicity value
 - 2—Size of audience, artistic merit
 - 3—Matching grants, management capability,
board of directors
 - 4—Quality of applications
 - 5—Support by other firms, support by
foundations/government, gifts from
individuals, coordination with similar
groups
-

Adolph Coors Company
Department NH 410
Golden, CO 80401

Corporate contact: Mary Ann Fleet, Assistant
Manager for Corporate Contributions
Phone: (303) 279-6565

Information year: FY ending December 1986

Total contributions: \$3,000,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, office
locations

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: January
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Denver Art Museum, general support; Arvada Center for Performing Arts, general support; Colorado Artists-Craftsmen Festival, general support

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, gifts from individuals
- 3—Support by foundations/government, artistic merit
- 4—Support by other firms, matching grants, quality of applications, management capability, board of directors
- 5—Size of audience

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising, memberships, gala benefits

Corning Glass Works

Main Plant, HF 02 1
Corning, NY 14831

Foundation/Trust: **Corning Glass Works Foundation**

Corporate contact: Richard B. Bessey,
Director, Corporate Contributions and
Memberships
Phone: (607) 974-8489

Foundation contact: Kristin Amylon Swain,
Executive Director
Phone: (607) 974-8719

Information year: 1986

Preferred charitable causes: Higher education (sciences, engineering, business); arts and culture; civic

Total contributions: \$5,482,114

Arts & culture: Total contributions, \$3,591,288; largest contribution, \$2,303,839; number of contributions, 1,209

Health & welfare: Total contributions, \$626,327; largest contribution, \$150,000; number of contributions, 315

Education: Total contributions, \$1,122,359; largest contribution, \$50,000; number of contributions, 2,603

Civic: Total contributions, \$142,100; largest contribution, \$10,000; number of contributions, 50

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—plant manager

Annual report on contributions: Yes

Best time to apply: None

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: Capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, coordination with similar groups, management capability
- 2—Support by foundations/government, artistic merit, board of directors
- 3—Support by other firms
- 4—Matching grants, gifts from individuals
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Contact: David N. VanAllen, Director of Corporate Communications

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising

Awards received for arts support: Business in the Arts Award, 1985

Country Companies

1701 Towanda Avenue
Bloomington, IL 61701

Corporate contact: James L. Williams,
Associate Director, Community Education
Phone: (309) 557-2111

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: State of Illinois, 100%

Non-home office contributions decisions:
— Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before October

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-12

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, management capability
- 3—Publicity value, support by other firms, gifts from individuals, coordination with similar groups, artistic merit
- 4—Quality of applications, board of directors

Countrymark
4565 Columbus Pike
Delaware, OH 43015

Corporate contact: Jane Butler, Public Relations

Phone: (614) 548-8200

Information year: FY ending August 1986

Contributions objectives: To support agricultural projects in Ohio and Michigan

Total contributions: n/a

Scope of information: Corporation only

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, marketing

Covenant Insurance
Company
95 Woodland Street
Hartford, CT 06105

Corporate contact: Connie Scully, Executive Assistant to the Chairman

Phone: (203) 249-5438

Information year: 1986

Contributions objectives: To support organizations in which employees are involved

Preferred charitable causes: Health/science welfare; community civic

Total contributions: \$81,000

Arts & culture: Total contributions, \$8,500; largest contribution, \$5,000

Health & welfare: Total contributions, \$32,700; largest contribution, \$25,500 (United Way)

Education: Total contributions, \$9,600; largest contribution, \$5,000

Civic: Total contributions, \$15,500; largest contribution, \$7,000

Other: Total contributions, \$15,000 (\$8,000, matching gifts; \$6,000, discretionary funds)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Application deadline: June 15, December 15

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance, film/video, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, size of audience, gifts from individuals, management capability, board of directors
- 3—Support by foundations/government, coordination with similar groups
- 4—Support by other firms, matching grants, quality of applications
- 5—Publicity value, artistic merit

Cowles Media Company
329 Portland Avenue
Minneapolis, MN 55415

Foundation/Trust:
Cowles Media Foundation

Corporate contact: Jan Schwichtenberg,
Contributions Coordinator
Phone: (612) 375-7000

Information year: FY ending March 1987

Preferred charitable causes: United Way

Total contributions: \$1,312,370

Arts & culture: Total contributions, \$246,200

Education: Total contributions, \$487,000

Civic: Total contributions, \$456,800 (includes social)

Other: Total contributions, \$122,400

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Field office

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: Prior to March 1

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 1-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Guthrie Theater, Walker Art Center, Twin Cities Public Television, Minnesota Orchestral Association, Minneapolis Society of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 2—Publicity value, support by other firms, board of directors
- 3—Employee involvement, matching grants, support by foundations/government, quality of applications
- 4—Size of audience
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, public TV/radio

Awards received for arts support: Greater Minneapolis Chamber of Commerce 5% Club, 1979-87

Cray Research, Inc. Minneapolis, MN

Foundation/Trust:
Cray Research Foundation
608 Second Avenue South
Minneapolis, MN 55402

Foundation contact: William Linder-Scholer,
Executive Director
Phone: (612) 333-5889

Information year: 1986

Contributions objectives: The foundation focuses on science and engineering educational programs.

Preferred charitable causes: Affirmative action program; grades K-12; teacher renewal programs

Total contributions: n/a

Arts & culture: Total contributions, none

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Top non-home office locations for contributions: Wisconsin; Washington, D.C.; California

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: Yes; for 1988

Best time to apply: Quarterly

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Joanne Whiterabbit, Community Affairs Coordinator
Phone:

In-kind services provided: Printing, meeting space, donated materials, donated company products/services, employee volunteers

H.B.M. Creamer Incorporated 1633 Broadway New York, NY 10019

Corporate contact: Tim Liston, Treasurer
Phone: (212) 887-8000

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, sales locations

Top non-home office locations for contributions: Boston; Pittsburgh; Chicago

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—director of public relations

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated company products/services

Crum and Forster, Inc.

P.O. Box 2387

305 Madison Avenue

Morristown, NJ 07960

Foundation/Trust:

Crum and Forster Foundation

Corporate contact: John A. Douglas, Vice President

Phone: (201) 285-7247

Foundation contact: Ruth G. Goodell, Contributions Administrator

Phone: (201) 285-7275

Information year: FY ending December 1986

Total contributions: \$660,177

Arts & culture: Total contributions, \$49,800; largest contribution, \$2,500; number of contributions, 65; median contribution, \$1,000

Health & welfare: Total contributions, \$333,371; largest contribution, \$27,000; number of contributions, 274

Education: Total contributions, \$235,336; largest contribution, \$26,000; number of contributions, 100

Civic: Total contributions, \$35,270; largest contribution, \$2,000; number of contributions, 41

Other: Total contributions, \$16,400; largest contribution, \$2,000; number of contributions, 6

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home and office locations, 90%

Top non-home office locations for contributions: San Francisco; Atlanta; Chicago; Houston; Durham

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: November 30

Written guidelines available: No

Preferred initial contact: Phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Decisions announced after March foundation board meeting

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Maria D. Janke, Manager,
Community Affairs
Phone: (201) 285-7625

In-kind services provided: Printing

Technical assistance provided: Advertising,
planning, marketing, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arts Council of the Morris Area (Madison, NJ), \$1,000; Robert W. Woodruff Arts Center, Inc. (Atlanta), \$2,000; San Francisco Ballet Association, \$1,000; KQED (Public Television), \$2,000; Corporate Council for the Arts (Seattle), \$1,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
2—Size of audience, artistic merit
3—Support by other firms, support by foundations/government, gifts from individuals, board of directors
4—Publicity value, matching grants, coordination with similar groups

Sponsorships through Advertising/Public Relations

Contact: Robert P. Vivian, Vice President,
Corporate Communications
Phone: (201) 285-7286

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Cummins Engine Company, Inc.

**P.O. Box 3005
Columbus, IN 47202**

**Foundation/Trust:
The Cummins Engine
Foundation**

**Mail Code 60814
P.O. Box 3005
Columbus, IN 47202**

Information year: FY ending December 1986

Preferred charitable causes: Youth and education; justice and equity; arts and quality of life

Total contributions: \$3,342,000

Arts & culture: Total contributions, \$374,000; largest contribution, \$133,000; number of contributions, 27; median contribution, \$2,500

Education: Total contributions, \$1,614,000 (includes youth); number of contributions, 47; median contribution, \$5,000

Civic: Total contributions, \$148,000; number of contributions, 19

Other: Total contributions, \$1,206,000 (includes \$360,000 to equity and justice, public policy, United Way); number of contributions, 113

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office, plant locations

Top non-home office locations for contributions: Southeastern Indiana; Fostoria, OH; Chautauqua County, NY; Memphis, TN

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 3-6 on average, 12 maximum

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Performance space, meeting space

Technical assistance provided: Planning, general management

ARTS SUPPORT

Contact: Melanie Lyons, Program Officer, Arts and Culture

Phone: (812) 377-3564

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Indianapolis Symphony Orchestra, \$2,000, general support; Interlochen Arts Academy, \$30,000, scholarships for students from our plant communities; Driftwood Valley Arts Council, \$37,500, special projects and artists' residencies; Cathedral Arts (Indianapolis), \$25,000, international violin competitions; Urban Foundation, \$2,000, South African Theatre Festival

Kinds of support normally considered: General operating expenses, special projects, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Serving young or minority artists
- 3—Support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors
- 4—Employee involvement, size of audience, coordination with similar groups
- 5—Publicity value

Awards received for arts support: American Institute of Graphic Arts, Design Leadership Award, 1983; National Building Museum Hall of Fame, 1986; Indiana Governor's Award in the Arts, 1987

Curtice-Burns Foods, Inc. Rochester, NY

Foundation/Trust:
**Curtice-Burns/Pro-Fac
Foundation**
P.O. Box 681
Rochester, NY 14603

Foundation contact: Marilyn T. Helmer, Vice President

Phone: (716) 325-1020

Information year: FY ending June 1986

Preferred charitable causes: United Way; education; health

Total contributions: \$359,782

Arts & culture: Total contributions, \$36,450; largest contribution, \$6,500; number of contributions, 23; median contribution, \$1,000

Health & welfare: Total contributions, \$51,837; largest contribution, \$7,777; number of contributions, 52; median contribution, \$1,000

Education: Total contributions, \$59,300; largest contribution, \$9,000; number of contributions, 24; median contribution, \$2,500

Civic: Total contributions, \$59,000; largest contribution, \$6,000; number of contributions, 48; median contribution, \$500

Other: Total contributions, \$153,195; largest contribution, \$15,000; number of contributions, 94; median contribution, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 33%; plant locations, 67%

Top non-home office locations for contributions: Upstate New York; Seattle, WA; Michigan; Cedar Rapids, IO; Pennsylvania

Non-home office contributions decisions: Home and field offices jointly, trustees
Initial contact for non-home office request: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Rochester Museum & Science Center, \$6,500, capital campaign; Memorial Art Gallery, \$5,000, capital campaign; Rochester Philharmonic Orchestra, \$2,500, operating expenses; Tacoma Opera Society, \$1,000, operating expenses; WXXI (Public Television), \$6,050, program underwriting

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, artistic merit, management capability
- 3—Publicity value, board of directors
- 4—Support by other firms, support by foundations/government, quality of applications
- 5—Matching grants, gifts from individuals, coordination with similar groups

Cyclops Corporation

650 Washington Road
Pittsburgh, PA 15228

Foundation/Trust: Cyclops Foundation

Corporate contact: Susan J. Rutter, Manager, Cash and Banking
Phone: (412) 343-4000

Information year: 1985

Total contributions: \$501,424

Arts & culture: Total contributions, \$24,230; largest contribution, \$4,000; number of contributions, 12

Health & welfare: Total contributions, \$265,479; largest contribution, \$84,000; number of contributions, 76

Education: Total contributions, \$158,262; largest contribution, \$10,625; number of contributions, 90

Civic: Total contributions, \$53,453; largest contribution, \$10,000; number of contributions, 54

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Top non-home office locations for contributions: Mansfield, OH; Coshoccon, OH

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early to mid-year
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Pittsburgh Symphony Society, Mansfield Symphony Society, Pittsburgh Ballet Theatre, Pittsburgh Dance Council, Pittsburgh Public Theatre

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, board of directors
- 4—Gifts from individuals, coordination with similar groups
- 5—Publicity value

Dain Bosworth Incorporated Minneapolis, MN

Foundation/Trust:
Dain Bosworth/IFG Foundation
P.O. Box 1160
100 Dain Tower
Minneapolis, MN 55440

Foundation contact: Carole Christianson,
Executive Director
Phone: (612) 371-7750

Information year: 1986

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, sales locations

Top non-home office locations for contributions: Texas; Colorado; Seattle; Iowa

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Application deadline: November 30
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Accounting/fiscal management, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Guthrie Theater, Walker Art Center, Opera St. Paul, Minnesota Orchestra, Children's Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Artistic merit
- 3—Publicity value, matching grants, size of audience, coordination with similar groups, board of directors
- 5—Support by other firms, support by foundations/government, gifts from individuals

Dallas Power and Light Company **1506 Commerce Street** **Dallas, TX 75201**

Corporate contact: Joseph Nelson, Vice President

Phone: (214) 698-7470

Information year: 1986

Contributions objectives: To support the Dallas area

Total contributions: \$650,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 2-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Employee volunteer program

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Dallas Museum of Fine Arts, Dallas Arboretum and Botanical Gardens, Dallas Civic Opera, Dallas Ballet

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms
- 2—Size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, gifts from individuals, artistic merit
- 4—Support by foundations/government
- 5—Publicity value, matching grants

Awards received for arts support: Silver Spur Award, Texas Public Relations Society, 1987; Dallas Volunteer Center, 1986

Data General Corporation **4400 Computer Drive** **Westboro, MA 01580**

Corporate contact: David L. Dimmick,
Donations Administrator
Phone: (617) 870-7826

Information year: FY ending September 1986

Contributions objectives: To support local organizations which provide direct benefits to our employees and the communities in which they live

Preferred charitable causes: Education; health and welfare; civic and community

Total contributions: \$312,308

Arts & culture: Total contributions, \$52,050; largest contribution, \$25,000; number of contributions, 25; median contribution, \$1,000

Health & welfare: Total contributions, \$97,801; largest contribution, \$12,126; number of contributions, 34

Education: Total contributions, \$87,965; largest contribution, \$25,000; number of contributions, 51

Civic: Total contributions, \$74,492; largest contribution, \$20,000; number of contributions, 40

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Top non-home office locations for contributions: Research Triangle Park, NC; Portsmouth, NH; Sunnyvale, CA; Denver, CO; Westbrook, ME

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—human resources or plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, contributors list

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boston Computer Museum, \$25,000, general support; Concert Dance Company, \$1,500, community performance; First Night Worcester, \$100, general support

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, employee involvement
- 2—Impact on local community, management capability
- 3—Publicity value, support by other firms, quality of applications, artistic merit, board of directors
- 4—Matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Datapoint Corporation

9725 Datapoint Drive-H-13
San Antonio, TX 78284

Corporate contact: Richard Erickson, Manager,
External Communications
Phone: (512) 699-4427

Information year: FY ending July 1987

Preferred charitable causes: United Way; San Antonio Economic Development Foundation; Target '90 Scholarship Fund

Total contributions: \$90,000

Arts & culture: Total contributions, \$15,000; largest contribution, \$5,000

Health & welfare: Total contributions, \$32,500; largest contribution, \$30,000

Education: Total contributions, \$11,000; largest contribution, \$6,000

Civic: Total contributions, \$16,000; largest contribution, \$2,000

Other: Total contributions, \$15,000; largest contribution, \$6,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Spring

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Arts Council of San Antonio

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: San Antonio Symphony Orchestra, San Antonio Chamber Players, San Antonio Little Theatre, "Great Productions" (Public Television Series), KLRN (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, publicity value, artistic merit, management capability, board of directors, community need
- 3—Employee involvement, size of audience, quality of applications, coordination with similar groups
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Awards received for arts support: Junior Achievement; San Antonio Business Committee for the Arts; United Way

Dataproducts
6200 Canoga Avenue
Woodland Hills, CA 91364

Corporate contact: G.D. Bernard, Vice President, Personnel and Administration
Phone: (818) 887-8696

Information year: 1986

Contributions objectives: To promote education and support service organizations in communities in which company offices are located

Preferred charitable causes: Education; health and welfare; civic and social

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: January
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services, in-kind services are limited to groups currently supported by Dataproducts

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, performing arts, public TV/radio, visual arts/crafts

Recent examples of arts contributions recipients: Concerts in the Park, Los Angeles Symphony

Kinds of support normally considered: General operating expenses, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Employee involvement, support by other firms, size of audience, coordination with similar groups, artistic merit, management capability
- 3—Publicity value, matching grants, support by foundations/government, gifts from individuals, board of directors

Dayton Hudson Corporation
777 Nicollet Mall
Minneapolis, MN 55402

Foundation/Trust:
Dayton Hudson Foundation

Corporate contact: Cynthia Mayeda, Manager, Corporate Giving and Managing Director, Foundation
Phone: (612) 370-6554

Information year: FY ending January 1986

Contributions objectives: To concentrate giving on programs that offer potential for leadership, long-term impact and measurable results

Preferred charitable causes: Social action; arts

Total contributions: \$20,781,538

Arts & culture: Total contributions, \$8,754,319; largest contribution, \$350,000; number of contributions, 640

Health & welfare: Total contributions, \$8,359,462; largest contribution, \$638,700; number of contributions, 872

Education: Total contributions, \$1,736,175; largest contribution, \$1,319,000; number of contributions, 39

Civic: Total contributions, \$981,890; largest contribution, \$100,000; number of contributions, 150

Other: Total contributions, \$949,752; largest contribution, \$250,000; number of contributions, 165

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 1.7%; home office, 43%; retail locations, 55.3%

Top non-home office locations for contributions: California; Texas; Michigan; Colorado; Indiana

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—director of public affairs or manager of community affairs

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Phoenix Symphony Association, \$20,000, Family Concert Series; Orange County Pacific Symphony (Santa Ana), \$20,000, "Musical Mornings" Children's Concerts; Detroit Symphony Orchestra, \$100,000, Metro Concert Series/operating expenses; Guthrie Theater (Minneapolis), \$123,000, operating expenses; Houston Museum of Fine Arts, \$120,000, collection/exhibition of contemporary photography

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Management capability, board of directors
- 3—Publicity value, size of audience, quality of applications, gifts from individuals
- 4—Employee involvement, support by other firms, matching grants, support by foundations/government, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, public TV/radio

Awards received for arts support: Business Committee for the Arts "Distinguished Achievement Award" for the Arts & Children Initiative

**The Dayton Power and
Light Company**
P.O. Box 1247
Courthouse Plaza SW
Dayton, OH 45401

Foundation/Trust:
**The Dayton Power and Light
Company Foundation**

Corporate contact: D.L. Speyer, Chairman,
Contributions Committee
Phone: (513) 224-6429

Information year: 1986

Total contributions: \$502,975

Arts & culture: Total contributions, \$46,185;
largest contribution, \$10,025; number of
contributions, 13

Health & welfare: Total contributions,
\$210,236; largest contribution, \$165,000;
number of contributions, 26

Education: Total contributions, \$101,009;
largest contribution, \$25,000; number of
contributions, 19

Civic: Total contributions, \$145,545; largest
contribution, \$25,000; number of contributions,
58

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 1.8%; plant locations,
5%; sales locations, 93.2%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
3-4

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** The Dayton Art Institute, The
Dayton Performing Arts Fund, Dayton
Contemporary Dance Company, Victory
Theater Association, Bing Davis Art Exhibit

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, artistic
merit
- 2—Size of audience, quality of applications,
management capability
- 3—Support by other firms, coordination with
similar groups, board of directors
- 4—Publicity value, support by foundations/
government
- 5—Matching grants, gifts from individuals

**Sponsorships through Advertising/Public
Relations**

Contact: Diane Bell, Director, Community
Relations

Phone: (513) 224-5928

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Dance,
festivals, advertising, memberships, gala
benefits

Deere & Company Moline, IL

Foundation/Trust:
John Deere Foundation
John Deere Road
Moline, IL 61265

Foundation contact: John F. Coy, President
Phone: (309) 752-4137

Information year: FY ending October 1986

Contributions objectives: To support organizations that serve the local communities where John Deere employees live and work and where other sources of private funding may be limited

Total contributions: \$2,746,183

Arts & culture: Total contributions, \$156,850; largest contribution, \$70,000; number of contributions, 26

Health & welfare: Total contributions, \$1,157,031; largest contribution, \$488,000; number of contributions, 51

Education: Total contributions, \$1,196,212; largest contribution, \$35,500; number of contributions, 75

Civic: Total contributions, \$140,840; largest contribution, \$30,000; number of contributions, 30

Other: Total contributions, \$95,250; number of contributions, 16

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: Iowa; branch communities

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—branch or factory manager

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 2-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, community arts

Recent examples of arts contributions recipients: River Center for the Performing Arts, capital campaign; Iowa Public Television, capital campaign; Iowa Historical Museum Foundation, capital campaign

Kinds of support normally considered: General operating expenses, capital projects, special projects, artists-in-residence

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Employee involvement, support by other firms, gifts from individuals
- 4—Matching grants
- 5—Publicity value, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising

Deluxe Check Printers, Inc.
St. Paul, MN

Foundation/Trust:
Deluxe Check Printers
Foundation
P.O. Box 64399
St. Paul, MN 55164

Foundation contact: Jenny Anderson, Grants Administrator

Phone: (612) 483-7842

Information year: FY ending December 1986

Total contributions: \$2,773,894

Arts & culture: Total contributions, \$386,775

Health & welfare: Total contributions,
\$1,196,070

Education: Total contributions, \$1,046,920

Other: Total contributions, \$24,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
2, upon receipt of all materials

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: United Arts Fund, St. Paul, \$15,000, operating expenses; Minnesota Orchestral Association, \$10,000, operating expenses; Minnesota Midwest Opera, \$11,000, operating expenses; Cedar Rapids Museum of Art, \$5,000, operating expenses; Minnesota Dance Theatre, \$3,000, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, support by other firms, support by foundations/government, size of audience, management capability
- 3—Employee involvement, coordination with similar groups, artistic merit, board of directors
- 4—Quality of applications
- 5—Publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Ticket sales to employees at half price

Dexter Corporation
1 Elm Street
Windsor Locks, CT 06096

Foundation/Trust:
Dexter Corporation Foundation

Corporate contact: David L. Coffin, Chairman
Phone: (203) 627-9051

Information year: 1986

Contributions objectives: To fund organizations which benefit employees

Preferred charitable causes: Health and welfare; conservation; education

Total contributions: \$415,997

Arts & culture: Total contributions, \$57,692

Health & welfare: Total contributions, \$49,313

Education: Total contributions, \$65,780

Civic: Total contributions, \$10,650

Other: Total contributions, \$84,007

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Top non-home office locations for contributions: California; New Hampshire; Illinois; Massachusetts

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Farmington Valley Art Center, \$100; Greater Hartford Arts Council, \$5,000; Hartford Conservatory of Music and Dance, \$1,000, general support; Springfield Symphony Orchestra, \$1,000, general support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, support by other firms, quality of applications, coordination with similar groups, management capability
- 3—Matching grants, support by foundations/government, size of audience
- 4—Publicity value, gifts from individuals, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, festivals, public TV/radio, advertising, memberships, gala benefits

Diamond Shamrock Corporation
717 North Harwood Street
Diamond Shamrock Tower
Dallas, TX 75201

Corporate contact: Carol Carter, Manager, Public Affairs

Phone: (214) 922-2000

Information year: 1986

Contributions objectives: To make appropriate contributions to local communities where employees work

Preferred charitable causes: United Way

119

Total contributions: \$750,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 45%; state of Texas, 45%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: Early fall

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
2-3 months

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Dallas Symphony, construction of concert hall; KERA Channel 13 (Public Television); Dallas Ballet, operating expenses; Texas Arts Council (Dallas); Dallas Museum of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Quality of applications, artistic merit

2—Geographical location, employee involvement, size of audience, management capability

3—Impact on local community, board of directors

4—Support by other firms, matching grants, support by foundations/government

5—Publicity value, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, festivals, public TV/radio, advertising, memberships, gala benefits

Digital Equipment Corporation **111 Powdermill Road** **Maynard, MA 01754**

Corporate contact: Jane Hamel, Corporate Contributions Programs Manager
Phone: (617) 493-6550

Information year: 1986

Contributions objectives: To support a wide range of local, state, regional and national organizations

Total contributions: \$13,200,000

Arts & culture: Total contributions, \$2,600,000

Health & welfare: Total contributions, \$1,200,000

Education: Total contributions, \$3,900,000

Civic: Total contributions, \$596,000

Other: Total contributions, \$4,989,000 (includes United Way, matching gifts, scholarships and international)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: International, national, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 16

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: WGBH (Public Television); Boston Children's Museum; Boston Museum of Science, robot exhibition; Worcester Art Museum, watercolor exhibition

Kinds of support normally considered: Special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 2—Matching grants
- 3—Support by other firms, support by foundations/government, size of audience, coordination with similar groups, board of directors
- 4—Publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, festivals, public TV/radio, advertising, memberships, equipment grants

Awards received for arts support: Business Committee for the Arts Award

Dominion Bankshares Corporation Roanoke, VA

Foundation/Trust:
Dominion Bankshares Charitable Trust
P.O. Box 13327
Roanoke, VA 24040

Foundation contact: James W. Harkness,
Executive Vice President
Phone: (703) 563-6345

Information year: 1986

Total contributions: \$684,269

Arts & culture: Total contributions, \$240,150; largest contribution, \$100,000; number of contributions, 58

Health & welfare: Total contributions, \$222,649; largest contribution, \$38,500; number of contributions, 272

Education: Total contributions, \$188,277; largest contribution, \$25,000; number of contributions, 66

Civic: Total contributions, \$20,051; largest contribution, \$2,500; number of contributions, 26

Other: Total contributions, \$13,117; largest contribution, \$5,000; number of contributions, 6

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 67.3%; plant locations, 32.7%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Prior to November of preceding year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12-24

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Roanoke Arts/Science Center, Garth Newal Music Center, Roanoke Valley Arts Council, Southwest Virginia Opera Society, Mill Mountain Playhouse

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, matching grants, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Publicity value, support by other firms, support by foundations/government, coordination with similar groups
- 3—Geographical location, gifts from individuals
- 4—Employee involvement

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

R.R. Donnelley & Sons Company

**2223 King Drive
Chicago, IL 60616**

Corporate contact: James M. Ratcliffe,
Director of Public Affairs
Phone: (312) 326-8033

Information year: 1986

Total contributions: \$1,500,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-June
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement
Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Symphony, Lyric Opera of Chicago, Newberry Library

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Board of directors
- 3—Employee involvement, coordination with similar groups
- 4—Support by other firms, size of audience, quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Dow Corning Corporation
P.O. Box 994
Midland, MI 48686

Foundation/Trust:
Dow Corning Foundation

Corporate contact: Robert P. Bott, Director, Corporate Contributions and Vice President, Foundation

Phone: (517) 496-6290

Information year: 1986

Contributions objectives: To improve the quality of life in the community

Total contributions: \$1,869,100

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, 89%; plant locations, 9.8%

Top non-home office locations for contributions: Arlington, TN; Hemlock, MI; Carrollton, KY; Elizabethtown, KY; Springfield, OR

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—personnel director

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Kennedy Center, Affiliated Artists, Midland Symphony Orchestra, Midland Center for the Arts, Interlochen Center for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value, support by foundations/government, size of audience, quality of applications
- 4—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Awards received for arts support: Public Relations Society of America Award, 1987; Community Relations Report Magazine Award, 1986

Dravo Corporation

1 Oliver Plaza
Pittsburgh, PA 15222

Corporate contact: Gale Geroni, Secretary,
Contributions Committee
Phone: (412) 566-3000

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Application deadline: September
Written guidelines available: No

Preferred initial contact: Phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Carnegie Hall, Equity Library Theatre, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Support by other firms, board of directors
 - 3—Employee involvement, publicity value, coordination with similar groups
 - 5—Geographical location, impact on local community, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, artistic merit, management capability
-

Dresser Industries Inc.

P.O. Box 718
Dallas, TX 75221

Foundation/Trust:
Dresser Foundation Inc.

Corporate contact: Gene E. Leeson, Chairman,
Contributions Committee
Phone: (214) 740-6000

Information year: FY ending October 31, 1986

Total contributions: \$2,469,190

Arts & culture: Total contributions, \$180,810; largest contribution, \$100,000; number of contributions, 42; median contribution, \$5,000

Health & welfare: Total contributions, \$1,135,162; largest contribution, \$173,000; median contribution, \$5,000

Education: Total contributions, \$874,417; largest contribution, \$50,000; median contribution, \$1,000

Civic: Total contributions, \$180,550; largest contribution, \$60,000; median contribution, \$500

Other: Total contributions, \$98,250; largest contribution, \$9,000; median contribution, \$1,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home office, 40%; plant locations, 50%

Top non-home office locations for contributions: Houston; Pittsburgh; Peoria, IL

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions:

6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Wortham Theatre Center, \$100,000, capital grant; Princess Grace Foundation, \$500; Pittsburgh Ballet Theatre, \$5,600; Worcester Art Museum, \$1,500; Dallas Symphony, \$5,500

Kinds of support normally considered: General operating expenses, capital projects, special projects, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, artistic merit, management capability

2—Quality of applications

3—Geographical location, board of directors

4—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

5—Coordination with similar groups

Duquesne Light Company One Oxford Centre Pittsburgh, PA 15279

Corporate contact: R.D. Bobonis, Director, Community Relations

Phone: (412) 393-6029

Information year: 1986

Preferred charitable causes: Human services/low income audiences

Total contributions: \$368,070

Arts & culture: Total contributions, \$10,223; largest contribution, \$4,200; number of contributions, 11

Health & welfare: Total contributions, \$328,200; largest contribution, \$274,500 (United Way); number of contributions, 24

Education: Total contributions, \$18,150; largest contribution, \$10,000; number of contributions, 9

Civic: Total contributions, \$12,578; largest contribution, \$4,500; number of contributions, 21

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 4-5

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

Technical assistance provided: Accounting/fiscal management, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pittsburgh Ballet Theatre, Pittsburgh Symphony Orchestra, Civic Light Opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 3—Coordination with similar groups, artistic merit
- 4—Size of audience
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: program advertising

Durham Corporation

P.O. Box 27807
2610 Wycliff Road
Raleigh, NC 27611

Corporate contact: Floyd E. Skipper, Vice President and Secretary
Phone: (919) 782-6110

Information year: 1986

Total contributions: \$220,217

Arts & culture: Total contributions, \$8,000; largest contribution, \$5,000; number of contributions, 4

Health & welfare: Total contributions, \$34,494; largest contribution, \$12,000; number of contributions, 17

Education: Total contributions, \$71,720; largest contribution, \$15,000; number of contributions, 41

Civic: Total contributions, \$63,629; largest contribution, \$25,000; number of contributions, 15

Other: Total contributions, \$42,374; largest contribution, \$41,000; number of contributions, 2

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 9%; home office, 90%; sales locations, 1%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: North Carolina Symphony Society, North Carolina Art Museum, Museum of History Associates, Durham Arts Council, "Arts plosure" (Raleigh arts and music festival)

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, management capability
- 2—Impact on local community
- 3—Publicity value, size of audience, board of directors
- 4—Employee involvement, support by other firms, quality of applications
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit

Dyneer Corporation

7373 North Scottsdale Road
Scottsdale, AZ 85253

Corporate contact: David E. Stoll, Vice President, Finance

Phone: (602) 998-5100

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: August-December

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Performing arts, public TV/radio

Recent examples of arts contributions recipients: Norwalk Symphony Orchestra, WNET (Public Television)

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors

EBSCO Industries, Inc

P.O. Box 1943
Birmingham, AL 35201

Corporate contact: Elton B. Stephens, Chairman

Phone: (205) 991-1197

Information year: 1986

Contributions objectives: To support everything good in our community

Preferred charitable causes: Arts; education; health

Total contributions: 10% of pre-tax income

Arts & culture: largest contribution, \$100,000

Education: largest contribution, \$800,000

Civic: largest contribution, \$50,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; office locations, plant locations, sales locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

In-kind Services and Technical Assistance

In-kind services provided: Printing

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, symphony/chamber orchestra, dance, film/video

Kinds of support normally considered: Special projects, employee matching gifts, endow symphony chairs

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Matching grants
- 3—Quality of applications, gifts from individuals, coordination with similar groups, board of directors
- 5—Publicity value, support by other firms, support by foundations/government, size of audience

Awards received for arts support: Alyce Billings Walker Award, 1981; Birmingham Festival of Arts Award, 1981, 1982; First-time Award Winner, 1985 Business in the Arts Award; Business Committee for the Arts, Inc./FORBES Magazine; Brava Award, 1986, Birmingham Civic Opera Guild

Eastern Gas and Fuel Associates

**One Beacon Street
Boston, MA 02108**

Corporate contact: Jesse R. Mohorovic, Vice President, Industrial and Corporate Relations
Phone: (617) 742-9200

Information year: 1986

Contributions objectives: To support organizations within the greater Boston area and other locations where the company operates

Preferred charitable causes: Education; health and welfare; culture and civic

Total contributions: \$619,000

Arts & culture: Total contributions, \$143,000 (includes civic); largest contribution, \$10,000

Health & welfare: Total contributions, \$315,500

Education: Total contributions, \$161,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 37%; plant locations, 63%

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—corporate contributions manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services, in-kind services are limited

Technical assistance provided: Planning, accounting/fiscal management, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Boston Museum Of Fine Arts, The Wang Center (Boston), Cincinnati Fine Arts Fund, Cincinnati Symphony Orchestra, Museum of Science (Boston)

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability
- 3—Support by other firms, support by foundations/government, board of directors
- 5—Publicity value, matching grants, gifts from individuals

Eastman Kodak Company
343 State Street
Rochester, NY 14650

Foundation/Trust:
Eastman Kodak Charitable Trust

Corporate contact: Stanley C. Wright,
Director, Corporate Contributions Program
Phone: (716) 724-3127

Information year: 1985

Contributions objectives: To support projects and organizations that enhance the quality of life in communities where principal facilities are located

Total contributions: \$15,200,000

Arts & culture: Total contributions, \$1,560,000

Health & welfare: Total contributions, \$3,780,000

Education: Total contributions, \$6,900,000

Civic: Total contributions, \$1,200,000

Other: Total contributions, \$1,760,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 1%; home office, 90%; plant locations, 9%

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: Rochester Museum and Science Center, Rochester Philharmonic Orchestra, Rochester Memorial Art Gallery, Genesee Valley Arts Foundation, International Museum of Photography

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 2—Size of audience, coordination with similar groups, artistic merit, board of directors
- 4—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals

Eaton Corporation
100 Erievue Plaza
Cleveland, OH 44114

Foundation/Trust:
Eaton Charitable Fund

Corporate contact: Fred Unger, Director,
Community Affairs
Phone: (216) 523-4822

Information year: 1985

Contributions objectives: To support the local community in which employees live and work

Total contributions: \$2,961,316

Arts & culture: Total contributions, \$246,591;
largest contribution, \$37,000

Health & welfare: Total contributions,
\$1,286,939; largest contribution, \$355,061
(United Way)

Education: Total contributions, \$971,296;
largest contribution, \$45,000

Civic: Total contributions, \$457,210; largest
contribution, \$137,500

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant
locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: Yes
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Complete
budget, IRS letter, board list, contributors list,
audited statement

Weeks required for full review and decisions:
8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

Contact: Carol S. Markey, Manager,
Community Involvement
Phone: (216) 523-4018

In-kind services provided: Printing, donated
materials, donated company products/services

Technical assistance provided: Planning,
accounting/fiscal management, legal,
marketing, general management, design
services, volunteers

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Musical Arts Association (Cleveland), \$35,700, operating support; United Performing Arts Fund (Milwaukee), \$20,000, operating support; Play House Square Association, \$37,000, capital campaign; Detroit Symphony Orchestra, \$5,000, operating support; Cleveland Play House, \$3,000, operating support

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, support by other firms, support by foundations/government, coordination with similar groups, artistic merit, management capability
- 2—Gifts from individuals, board of directors
- 3—Geographical location, quality of applications
- 5—Publicity value, matching grants, size of audience

Emery Worldwide **Old Danbury Road** **Wilton, CT 06897**

Corporate contact: B. Graves, Manager, Communications

Phone: (203) 834-3541

Information year: 1986

Contributions objectives: Emery contributes to those organizations which enhance the quality of life in communities in which employees live and work and in which the company does business.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 8%; home office, 52%

Top non-home office locations for contributions: Dayton, OH; Scranton, PA; Los Angeles; New York Metropolitan Area

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—sales manager or service manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early in the year

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: High Museum of Art, American Museum of Natural History, Art Museum Association, National Public Radio, Greenwich Symphony

Kinds of support normally considered: General operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Matching grants, size of audience, board of directors, acknowledge past contributions
- 3—Employee involvement, artistic merit, management capability
- 4—Publicity value, support by other firms, quality of applications, coordination with similar groups
- 5—Support by foundations/government, gifts from individuals

Emhart Corporation **426 Colt Highway** **Farmington, CT 06032**

Corporate contact: John F. Budd, Jr., Senior Vice President, Corporate Communications
Phone: (203) 678-3204

Information year: 1987

Total contributions: \$738,865

Arts & culture: Total contributions, \$91,450; largest contribution, \$22,500

Health & welfare: Total contributions, \$353,300

Education: Total contributions, \$179,365

Civic: Total contributions, \$51,050

Other: Total contributions, \$63,700

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Application deadline: October 1

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement, matching grants, size of audience
- 2—Quality of applications, management capability
- 3—Support by other firms, coordination with similar groups, board of directors
- 4—Gifts from individuals
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: products for auctions

Employers Mutual Casualty Company **717 Mulberry Street** **Des Moines, IA 50309**

Corporate contact: Robb B. Kelley, Chairman and Chief Executive Officer
Phone: (515) 280-2587

Information year: 1986

Preferred charitable causes: Higher education; Living History Farms (outdoor museum); United Way

Total contributions: n/a

Arts & culture: Total contributions, n/a

Education: Total contributions, \$119,555; largest contribution, \$93,500; number of contributions, 10; median contribution, \$5,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; sales locations, 5%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts

Recent examples of arts contributions recipients: Living History Farm, \$20,000; Des Moines Art Center, \$10,000; Des Moines Civic Ballet Association, \$1,500; Des Moines Metro Opera, \$1,300; Des Moines Symphony Association, \$2,000

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, coordination with similar groups, management capability, board of directors
- 2—Support by other firms, artistic merit
- 4—Publicity value
- 5—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals

Equifax Inc.

P.O. Box 4081

Atlanta, GA 30302

Foundation/Trust:

Equifax Foundation

Corporate contact: Nancy Golonka Rozier, Assistant Vice President, External Relations
Phone: (404) 885-8000

Information year: FY ending December 1986

Contributions objectives: To practice responsible corporate citizenship by contributing to causes and organizations which enhance the quality of life in communities where we live and work

Preferred charitable causes: United Way of Metropolitan Atlanta, Inc.; Literacy Action, Inc.; Atlanta Arts Alliance, Inc.

Total contributions: \$525,353

Arts & culture: Total contributions, \$41,000; largest contribution, \$25,000; number of contributions, 5

Health & welfare: Total contributions, \$225,409; largest contribution, \$183,309; number of contributions, 36

Education: Total contributions, \$177,943; largest contribution, \$100,000; number of contributions, 29

Civic: Total contributions, \$75,381; largest contribution, \$40,000; number of contributions, 18

Other: Total contributions, \$5,620; largest contribution, \$1,000; number of contributions, 14

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office

Top non-home office locations for contributions: state of Georgia

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
4-6

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video

**Recent examples of arts contributions
recipients:** Atlanta Arts Alliance, The Carter
Presidential Library

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, management capability
2—Employee involvement, support by other
firms, quality of applications, artistic merit,
board of directors
3—Publicity value, size of audience
4—Support by foundations/government, gifts
from individuals, coordination with similar
groups
5—Matching grants

**Equitable Life Assurance
Society of the United States**
787 Seventh Avenue
New York, NY 10019

Foundation/Trust:
Equitable Foundation
14 East 63rd Street
New York, NY 10021

Foundation contact: Sharon Flescher, Director,
Grant Programs
Phone: (212) 755-5295/6

Information year: FY ending September 1987

Contributions objectives: The Equitable
Foundation was established in 1986 as the
primary contributions vehicle of the Equitable
Life Assurance Society of the United States.
Total contributions budget for 1987 is \$5
million, made up of \$1.7 million for matching
gifts, \$1.1 million for United Way matching
gifts, and \$2.2 million for direct grants. The
direct grants program has two principal areas
of support: minority education and the arts.
In the arts, support goes mainly to the
Awards in the Visual Arts Program, a few
national arts organizations and institutions, and
selected art exhibitions and education projects,
with an emphasis on those that have national
rather than local impact. Social and
community service organizations will be
supported mainly through United Way and
employee matching gifts.

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home office

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, IRS 990 form

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, public TV/radio, visual arts/crafts, opera, national arts service organizations, arts education projects

Kinds of support normally considered: Special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Geographical location, impact on local community, employee involvement, publicity value, size of audience
- 3—Board of directors
- 4—Support by foundations/government

Ethyl Corporation
P.O. Box 2189
330 South 4th Street
Richmond, VA 23217

Corporate contact: A. Prescott Rowe, Vice President, Corporate Communications
Phone: (804) 788-5617

Information year: 1986

Contributions objectives: Ethyl Corporation traditionally has supported a wide variety of educational, cultural and charitable organizations. The Company's support, while international in scope, generally is directed to organizations in communities where Ethyl has facilities.

Preferred charitable causes: Education, health and welfare; culture and the arts, civic and community; federated campaigns

Total contributions: \$3,270,357

Arts & culture: Total contributions, \$752,181; largest contribution, \$100,000; number of contributions, 65

Health & welfare: Total contributions, \$915,700; largest contribution, \$100,000; number of contributions, 194

Education: Total contributions, \$1,308,143; largest contribution, \$220,000; number of contributions, 115

Civic: Total contributions, \$261,629; largest contribution, \$50,000; number of contributions, 160

Other: Total contributions, \$32,704; largest contribution, \$1,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: International, national, home office, office locations, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly
Initial contact for non-home office request: Home

Annual report on contributions: No
Annual report planned: No

Application deadline: July, August, September budget reviews

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: Minimum 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Kennedy Center, Virginia Museum of Fine Arts, Virginia Center for Performing Arts, VCU student art exhibit, Valentine Museum

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Board of directors
- 3—Impact on local community, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, management capability
- 5—Publicity value, size of audience, quality of applications, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

European American Bank
EAB Plaza
New York, NY 11555

Corporate contact: Stan Dickey, Senior Compliance Officer
Phone: (212) 296-6902

Information year: 1986

Contributions objectives: To strengthen regional organizations

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 20%; sales locations, 80%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 3-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Size of audience
- 3—Support by other firms, matching grants, support by foundations/government

Executive Life Insurance Company
11444 West Olympic Boulevard
Los Angeles, CA 90064

Corporate contact: Fred Carr, Chairman of the Board and President

Information year: FY ending December 1986

Preferred charitable causes: Arts and culture; civic

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 8-12

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, visual arts/crafts, individual artists

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, art rental/leasing program

Exxon Corporation
1251 Avenue of the Americas
New York, NY 10020

Foundation/Trust:
The Exxon Foundation
(education only)

Corporate contact: Leonard Fleischer, Manager, Contributions Coordination
Phone: (212) 333-6145

Foundation contact: Arnold Shore, Executive Director
Phone: (201) 765-3022

Information year: FY ending December 1986

Contributions objectives: While this information reflects Exxon's arts and other grants in 1986, the company is reevaluating its overall contributions program and both levels and directions of programmatic giving, including the arts, are uncertain at this time.

Preferred charitable causes: Education; health and welfare; civic

Total contributions: \$46,100,000

Arts & culture: Total contributions, \$9,000,000 (\$4,800,000 PBS broadcasting); largest contribution, \$265,000; number of contributions, est. 200

Health & welfare: Total contributions, \$7,900,000

Education: Total contributions, \$24,200,000

Civic: Total contributions, \$8,900,000

Other: Total contributions, \$4,000,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: Houston, TX; Anchorage, AK; Baton Rouge, LA; New Jersey

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Contact: Jerrold A. Weitzman, Program Officer

Phone: (212) 333-6343

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Studio Museum in Harlem, Lincoln Center Out-of-Doors, Jazzmobile, Ballet Hispanico, Hospital Audiences

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts, research and publications

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Employee involvement, matching grants, size of audience, board of directors
- 3—Publicity value, support by other firms, support by foundations/government
- 4—Coordination with similar groups
- 5—Gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio

Awards received for arts support: New York City Mayor's Award of Honor for Arts and Culture, 1985; National Medal of Arts, 1986

FMC Corporation Chicago, IL

Foundation/Trust:
FMC Foundation
200 East Randolph Drive
Chicago, IL 60601

Foundation contact: Catherine Johnston,
Executive Director
Phone: (312) 861-6135

Information year: 1986

Contributions objectives: Receiving, administering and expending funds for charitable, scientific, educational and cultural purposes in furtherance of the public welfare and the well-being of mankind

Total contributions: \$2,003,225

Arts & culture: Total contributions, \$219,566; largest contribution, \$16,666; number of contributions, 49; median contribution, \$5,000

Health & welfare: Total contributions, \$476,905; largest contribution, \$82,500 (United Way); number of contributions, 68; median contribution, \$5,000

Education: Total contributions, \$926,187; largest contribution, \$40,000; number of contributions, 46; median contribution, \$6,000

Civic: Total contributions, \$38,983; largest contribution, \$8,333; number of contributions, 8; median contribution, \$3,000

Other: Total contributions, \$341,584; largest contribution, \$69,000; number of contributions, 45; median contribution, \$5,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 17%; office locations, 20%; plant locations, 63%

Top non-home office locations for contributions: Santa Clara/San Jose, CA; Philadelphia, PA; Washington, D.C.; Minneapolis, MN

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Best time to apply: Early fall

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Academy of Natural Sciences, \$22,000, special programs, operating expenses; Field Museum of Natural History, \$15,000, operating expenses; Philadelphia Museum of Art, \$5,000, operating expenses; San Jose Symphony, \$3,000, operating expenses; McCarter Theater Company, \$3,000, capital campaign

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Impact on local community, management capability
- 3—Publicity value, support by other firms, quality of applications, coordination with similar groups, artistic merit, board of directors
- 4—Support by foundations/government, size of audience
- 5—Matching grants, gifts from individuals

Fairchild Semiconductor Corporation

10400 Ridgeview Court
Cupertino, CA 95014

Corporate contact: Francine Grace Plaza,
Corporate Communications Manager
Phone: (408) 864-6030

Information year: 1986

Preferred charitable causes: Science/sports education

Total contributions: \$75,000 (gifts range from \$500-\$5,000)

Arts & culture: Total contributions, \$15,000

Education: Total contributions, \$50,000

Civic: Total contributions, \$5,000

Other: Total contributions, \$5,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 25%; office locations, 25%; plant locations, 50%

Top non-home office locations for contributions: California; Maine; Washington

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: Immediate acknowledgement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Recent examples of arts contributions recipients: National Public Radio, \$1,000, general support; KQED (Public Television), \$3,000, general support; Performing Arts Alliance, \$500, general support; San Jose Ballet, \$2,000, general support

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Size of audience, quality of applications, management capability, board of directors
- 3—Publicity value
- 4—Support by other firms, matching grants, support by foundations/government
- 5—Gifts from individuals, coordination with similar groups

Farmer Brothers Company

20333 South Normandie Avenue
Torrance, CA 90502

Corporate contact: Pat May, Committee Chairperson

Phone: (213) 775-2451

Information year: 1986

Contributions objectives: Farmer Brothers only donates food

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, Western States

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report on contributions: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Federal Mogul Corporation

P.O. Box 1966
Detroit, MI 48235

Foundation/Trust: **Federal Mogul Charitable Trust**

Corporate contact: Lonnie Ross, Community Manager

Phone: (313) 354-7700

Information year: FY ending December 1986

Contributions objectives: To support organizations in the communities to benefit employees

Preferred charitable causes: United Foundation

Total contributions: \$1,032,311

Arts & culture: Total contributions, 9%

Health & welfare: Total contributions, 35%

Education: Total contributions, 35%

Civic: Total contributions, 16%

Other: Total contributions, 5%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Top non-home office locations for contributions: Jackson, AL; Van Wert, OH; Blacksburg, VA; Lancaster, PA; Frankfort, IN

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—plant manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** No
Might again do so: 1988-89

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
literature, museums, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Detroit Music Hall Center, Detroit
Public Television, Meadowbrook, Detroit
Historical Society, Detroit Repertory Theatre

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Matching grants, artistic merit,
management capability
- 3—Employee involvement, support by other
firms, size of audience, coordination with
similar groups
- 4—Board of directors
- 5—Publicity value, support by foundations/
government, gifts from individuals

Federal National Mortgage Association (Fannie Mae) Washington, D.C.

Foundation/Trust:
**Federal National Mortgage
Association (Fannie Mae)
Foundation**

**3900 Wisconsin Avenue NW
Washington, D.C. 20016**

Foundation contact: Harriet M. Ivey,
Executive Director
Phone: (202) 364-4927

Information year: FY ending December 1986

Contributions objectives: To support nonprofits
that contribute to the welfare of society as a
whole with an emphasis on improving housing
and the standard of living, and to support the
arts which provide excellence in artistic merit

Preferred charitable causes: United Way;
housing and homeless; arts and culture

Total contributions: \$319,226

Arts & culture: Total contributions, \$79,600;
largest contribution, \$15,000; number of
contributions, 26; median contribution, \$2,500

Health & welfare: Total contributions,
\$21,800; number of contributions, 14; median
contribution, \$1,000

Education: Total contributions, \$21,500; largest
contribution, \$10,000; number of contributions,
8; median contribution, \$1,000

Civic: Total contributions, \$21,626; largest
contribution, \$2,500; number of contributions,
29; median contribution, \$500

Other: Total contributions, \$174,700 (includes
United Way, \$125,000; housing and homeless,
\$32,250; public policy, \$17,450)

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, 21.5%; home office,
54.5%; office locations, 24%

Top non-home office locations for contributions: Philadelphia; Atlanta; Chicago; Dallas; Los Angeles

Non-home office contributions decisions: Home and field offices jointly
Initial contact for non-home office request: Field—senior vice president

Annual report on contributions: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Recent examples of arts contributions recipients: Arena Stage, \$30,000, 3-year grant to endowment; Washington Opera, \$30,000, 3-year grant to operating and cash reserve; National Symphony Orchestra, \$30,000, 3-year grant to endowment; Phillips Collection, \$2,500, corporate membership council; Woodruff Arts Center, \$2,000, general support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, artistic merit
- 2—Impact on local community, support by other firms, management capability
- 3—Employee involvement, publicity value, support by foundations/government, board of directors
- 4—Size of audience, quality of applications, gifts from individuals
- 5—Matching grants, coordination with similar groups

Fireman's Fund Insurance Companies

Novato, CA

Foundation/Trust:
Fireman's Fund Insurance Company Foundation
775 San Marin Drive
Novato, CA 94998

Foundation contact: Mary K. Anderson, Director
Phone: (415) 899-2757

Information year: 1986

Preferred charitable causes: Human services (elderly, youth, minority); culture

Total contributions: \$950,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 2%; home office, 98%

Top non-home office locations for contributions: New York; Atlanta; Chicago; Boston; Los Angeles

Non-home office contributions decisions: Home office, Home and field offices jointly, directors upon branch recommendation
Initial contact for non-home office request: Home

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, in-kind services provided in home office locations only

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Marin Symphony, San Francisco Opera, San Francisco Symphony, San Francisco Ballet, Marin Theatre

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability, board of directors
- 2—Employee involvement, size of audience, quality of applications
- 3—Publicity value, support by other firms, matching grants, coordination with similar groups, artistic merit
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, public TV/radio

First American Bank of Virginia

**1970 Chainbridge Road
McLean, VA 22101**

Corporate contact: Jeffrey Glynn, Corporate Communications

Phone: (703) 827-2641

Information year: 1986

Contributions objectives: To support organizations in the Maryland, Virginia and Washington, D.C. areas.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%; market areas

Top non-home office locations for contributions: Maryland; Washington, D.C.

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: n/a

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Virginia Museum, National Symphony Orchestra, Wolf Trap Farm Park for the Performing Arts, WETA (Public Television/Radio), Fairfax Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, directors matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, size of audience, artistic merit
- 2—Publicity value, matching grants, management capability
- 3—Employee involvement, support by foundations/government, quality of applications
- 4—Support by other firms, gifts from individuals, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, performance tours, competitions, festivals, public TV/radio, advertising, exhibit or event sponsorship

Awards received for arts support: Fairfax Symphony Award, 1986

First American Corporation First American Bank First American Center Nashville, TN 37237

Corporate contact: Mack Linebaugh, Executive Vice President

Information year: 1986

Contributions objectives: To support the local community

Total contributions: n/a

Arts & culture: Total contributions, 16.9%

Health & welfare: Total contributions, 12.2%

Education: Total contributions, 28.1%

Other: Total contributions, 38% (United Way)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions:

Home office

Initial contact for non-home office request:

Home

Annual report on contributions: Yes

Best time to apply: October-November

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Nashville Symphony, Nashville City Ballet, Cumberland Museum, Tennessee Performing Arts Center

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 2—Employee involvement, size of audience
- 3—Publicity value, support by other firms, quality of applications, gifts from individuals, board of directors
- 4—Support by foundations/government
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, gala benefits

Awards received for arts support: Nashville Business Award 1984, 1985

First Bank System

P.O. Box 522

**1600 First Bank Place East
Minneapolis, MN 55480**

Foundation/Trust:

First Bank System Foundation

Corporate contact: David G. Herzer, Senior Vice President

Phone: (612) 370-4359

Information year: FY ending December 1985

Total contributions: \$6,331,677

Arts & culture: Total contributions, \$1,219,811; largest contribution, \$125,000

Health & welfare: Total contributions, \$1,840,549; largest contribution, \$25,000

Education: Total contributions, \$994,302; largest contribution, \$105,000

Civic: Total contributions, \$463,781; largest contribution, \$68,800

Other: Total contributions, \$1,813,234 (includes United Way, matching gifts, health and conservation areas)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 68%; office locations, 30%; geographic areas served by affiliates, 2%

Top non-home office locations for contributions: Minnesota; North Dakota; South Dakota; Montana; Wisconsin

Non-home office contributions decisions:

Under \$25,000 - grants committee; over

\$25,000 - foundation board of directors

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Application deadline: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:

12

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Guthrie Theater, production sponsorship; Twin Cities Public Television, operating expenses/capital campaign; The Loft (a writers' workshop/service organization), operating expenses; United Performing Arts Fund of Milwaukee, operating expenses; Montana Institute of Arts Foundation, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups, board of directors
- 3—Quality of applications, gifts from individuals
- 5—Matching grants

The First Boston Corporation

**12 East 49th Street
New York, NY 10017**

**Foundation/Trust:
The First Boston Foundation**

Corporate contact: Kerry Arnold, Secretary
Phone: (212) 909-4578

Information year: 1986

Preferred charitable causes: Higher education

Total contributions: \$1,500,000

Arts & culture: Total contributions, \$100,000; largest contribution, \$25,000; number of contributions, 15; median contribution, \$5,000

Health & welfare: Total contributions, \$75,625; largest contribution, \$50,000; number of contributions, 16

Education: Total contributions, \$950,000; largest contribution, \$150,000; number of contributions, 9

Civic: Total contributions, \$183,000; largest contribution, \$100,000; number of contributions, 20

Other: Total contributions, \$60,000; largest contribution, \$10,000; number of contributions, 5

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 20%; home office, 75%; sales locations, 5%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
9

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, \$10,000; WNET (Public Television), \$2,500; Metropolitan Museum of Art, \$25,000; Whitney Museum, \$5,000

Kinds of support normally considered: General operating expenses, in-kind goods/services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 3—Impact on local community, support by other firms, coordination with similar groups, board of directors
- 4—Matching grants, quality of applications, artistic merit, management capability
- 5—Employee involvement, publicity value, support by foundations/government, size of audience, gifts from individuals

First City Bancorporation
P.O. Box 2387
Houston, TX 77252

Corporate contact: Linda Matthews Copley,
Manager, Publication Services
Phone: (713) 658-5261

Information year: FY ending December 1986

Preferred charitable causes: Civic; arts

Total contributions: \$409,570

Arts & culture: Total contributions, \$41,000;
largest contribution, \$15,000; number of
contributions, 4; median contribution, \$10,250

Health & welfare: Total contributions,
\$21,000; largest contribution, \$10,000; number
of contributions, 4; median contribution,
\$5,250

Education: Total contributions, \$21,270; largest
contribution, \$7,000; number of contributions,
9; median contribution, \$2,363

Civic: Total contributions, \$4,500; largest
contribution, \$1,000; number of contributions,
7; median contribution, \$643

Other: Total contributions, \$321,800; largest
contribution, \$305,164; number of
contributions, 5; median contribution, \$64,360

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 95%; office
locations, 5%

**Top non-home office locations for
contributions:** Beaumont, TX

Non-home office contributions decisions:
Suggested by field but approved only by
home office

Initial contact for non-home office request:
Field—marketing and/or contribution
coordinator

Annual report on contributions: No

Best time to apply: Early fall
Written guidelines available: No

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
3-4

**Consider requests from organizations not
currently being supported:** No
Might again do so: When budgetary
considerations are less stringent

ARTS SUPPORT

Preferred arts organizations/activities: Business
Arts Fund, Houston Symphony, Texas Opera
Theater

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Wortham Theater, \$50,000, Capital
Campaign; Museum of Fine Arts, \$10,000,
general support; Houston Symphony, \$10,000,
general support; Alley Theater, \$20,000,
general support; Beaumont Art Museum,
\$10,000, general support

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, publicity value
- 2—Support by other firms, size of audience,
quality of applications, artistic merit,
management capability
- 3—Support by foundations/government, gifts
from individuals, board of directors
- 4—Employee involvement, coordination with
similar groups
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Contact: Barbara Lang, Vice President,
Marketing

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music
concerts, dance, plays, festivals, public TV/
radio, advertising, memberships, gala benefits

**First Commercial Bank N.A.
- Little Rock
Capitol and Broadway
Little Rock, AR 72201**

Corporate contact: Joy Greer, Senior Vice President

Phone: (501) 371-7284

Information year: 1986

Preferred charitable causes: United Way

Total contributions: \$160,000

Arts & culture: Total contributions, \$16,500; largest contribution, \$7,500; number of contributions, 10-15

Health & welfare: Total contributions, \$52,200; largest contribution, \$30,000; number of contributions, 10-20

Education: Total contributions, \$25,000; largest contribution, \$5,000

Civic: Total contributions, \$4,000; largest contribution, \$1,000

Other: Total contributions, \$11,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office, committee

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions: 3

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space, performance space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arkansas Arts Center, \$15,000, exhibits sponsorship; Arkansas Symphony, \$5,000, concert sponsorship; Arkansas Educational Television Network, \$2,000, program underwriting; Ballet Arkansas, \$2,000, reception and tickets

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, customer request
- 2—Publicity value, size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, support by other firms
- 4—Support by foundations/government
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: \$25,000

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, memberships, gala benefits

**First Federal Savings and
Loan Association
301 College Street
Greenville, SC 29601**

Corporate contact: H. Ray Davis, Chairman of
the Board and Chief Executive Officer
Phone: (803) 271-7222

Information year: FY ending June 1986

Contributions objectives: To support local and
statewide organizations

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: January
Written guidelines available: No

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
30-60 days

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** South Carolina Arts Commission,
Greenville Museum of Art, South Carolina
Symphony

Kinds of support normally considered: Capital
projects, special projects, in-kind goods/
services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
- 2—Publicity value, size of audience, board of
directors
- 3—Quality of applications
- 4—Support by other firms, matching grants,
support by foundations/government, gifts
from individuals

**First Interstate Bank of
California
707 Wilshire Boulevard
Los Angeles, CA 90017**

**Foundation/Trust:
First Interstate Bank of
California Foundation**

Corporate contact: Ruth Jones-Saxey, Vice
President and Secretary-Treasurer, Foundation
Phone: (213) 614-3302

Information year: FY ending December 1986

Preferred charitable causes: Education (post-
secondary); health and welfare; arts and
culture

Total contributions: \$2,503,000

Arts & culture: Total contributions, \$321,000;
largest contribution, \$42,000; number of
contributions, 70 (does not include employee
matching gifts); median contribution, \$4,000

Health & welfare: Total contributions,
\$1,420,000; largest contribution, \$1,044,041;
number of contributions, 88; median
contribution, \$3,500

Education: Total contributions, \$486,000; largest contribution, \$60,000; number of contributions, 56 (does not include employee matching gifts); median contribution, \$5,000

Civic: Total contributions, \$251,000; largest contribution, \$25,000; number of contributions, 13; median contribution, \$3,000

Other: Total contributions, \$25,000; largest contribution, \$3,000; number of contributions, 13; median contribution, \$1,500

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 66%; office locations, 34%; California only

Top non-home office locations for contributions: San Francisco; Orange County; San Diego; Sacramento

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—branch managers

Annual report on contributions: No

Annual report planned: No

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, 990 form, California state exemption letter
Weeks required for full review and decisions: 3-6 months

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, board of directors
- 2—Support by other firms, size of audience, quality of applications, coordination with similar groups
- 3—Publicity value, matching grants, support by foundations/government, gifts from individuals

Awards received for arts support: Business Committee for the Arts Award

First Interstate Bank of Denver **633 17th Street** **Denver, CO 80270**

Corporate contact: Lisa Kelley, External Relations Officer

Phone: (303) 293-2211

Information year: 1986

Total contributions: \$320,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists

Recent examples of arts contributions

recipients: Denver Art Museum, Opera Colorado, Denver Museum Natural History, Denver Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Publicity value, size of audience, coordination with similar groups, artistic merit
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, festivals, public TV/radio, memberships, gala benefits

**First Interstate Bank of
Oklahoma
P.O. Box 25189
Oklahoma City, OK 73125**

Corporate contact: Sheila Mayberry,
Administrative Assistant
Phone: (405) 272-5216

Information year: 1986

Total contributions: \$102,114

Arts & culture: Total contributions, \$8,975; largest contribution, \$5,000; number of contributions, 6; median contribution, \$1,496

Health & welfare: Total contributions, \$6,560; largest contribution, \$1,900; number of contributions, 12; median contribution, \$547

Education: Total contributions, \$42,650; largest contribution, \$25,000; number of contributions, 10; median contribution, \$2,500

Civic: Total contributions, \$43,929; number of contributions, 16; median contribution, \$2,745

Other: Total contributions, \$45,000; largest contribution, \$45,000; number of contributions, 1; median contribution, \$45,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; office locations, 10%; state of Oklahoma, 10%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Application deadline: January 1, April 1, July 1, August 1

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 6-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Allied Arts, \$1,250; Ballet Oklahoma, \$5,000; Arts Council of Oklahoma City, \$1,500

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, quality of applications, gifts from individuals, board of directors
- 2—Size of audience, management capability
- 3—Employee involvement, support by other firms, artistic merit
- 4—Support by foundations/government, coordination with similar groups
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Dance, advertising

First National Bank of Chicago Corporation Chicago, IL

Foundation/Trust:
**First National Bank of Chicago
Foundation**
One First National Plaza
Chicago, IL 60670

Foundation contact: Diane M. Smith, Vice President
Phone: (312) 732-6948

Information year: 1986

Contributions objectives: To help improve the quality of life in the Chicago area

Preferred charitable causes: Social welfare; higher education; civic/arts and culture

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%; plant locations, sales locations

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: Early in year
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services, furniture

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management, volunteer programs

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Symphony, Lyric Opera of Chicago, Chicago City Ballet

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government

First National Bank and Trust Company

P.O. Box 1151

**Second and Grand
Ponca City, OK 74601**

**Foundation/Trust:
Community Relations Clearing
House**

P.O. Box 111

Ponca City, OK 74602

Foundation contact: Larry Adams, President,
Community Relations Clearing House
Phone: (405) 762-5651

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations, giving is entirely local

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early fall

Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
contributors list

Weeks required for full review and decisions:
4-6

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, performing arts,
visual arts/crafts, theater, symphony/chamber
orchestra

**Recent examples of arts contributions
recipients:** Ponca Playhouse

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local community, quality of applications, artistic merit, management capability, board of directors
- 3—Publicity value, size of audience, gifts from individuals, coordination with similar groups
- 4—Employee involvement, support by other firms, matching grants, support by foundations/government

First National Bank and Trust Company of Lincoln

P.O. Box 81008

**13th & M Streets
Lincoln, NE 68501**

Corporate contact: Dale L. Young, Executive
Vice President

Phone: (402) 471-1033

Information year: 1986

Contributions objectives: To support
organizations in the local community

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: November

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists

Recent examples of arts contributions recipients: Haymarket Gallery, Lincoln Community Playhouse, Nebraska Art Association, Lincoln City Ballet, Nebraska Chamber Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, artistic merit, management capability, board of directors
- 3—Employee involvement, publicity value, support by other firms, support by foundations/government, quality of applications, coordination with similar groups
- 4—Matching grants, gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits, interstate highway arts project

Awards received for arts support: Business in the Arts Award, 1985

First Nationwide Bank **700 Market Street** **San Francisco, CA 94102**

Corporate contact: Stephen L. Johnson, First Vice President and Director, Corporate Communications

Phone: (415) 772-1475

Information year: 1986

Contributions objectives: To support organizations which provide maximum impact on the economic, social, health and cultural needs of the community in which it operates and thereby contribute to the quality of life and well-being of our society

Preferred charitable causes: Youth and elderly; minorities; disabled

Total contributions: \$273,900

Arts & culture: Total contributions, \$40,560; largest contribution, \$3,000

Health & welfare: Total contributions, \$128,014 (includes \$51,270 to United Ways)

Education: Total contributions, \$41,625; largest contribution, \$20,000

Civic: Total contributions, \$63,945; largest contribution, \$20,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Top non-home office locations for contributions: New York; Florida; Hawaii; Ohio

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—corporate contributions committee

Annual report on contributions: Yes

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, population and geographic area served

Weeks required for full review and decisions: Corporate contributions committees meet bi-monthly and notification of a decision will be made as soon thereafter as possible

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Honolulu Symphony, \$3,000; City Celebration - Ethnic Dance Festival (California), \$2,500; San Francisco Bay Area Television News Archives (California), \$2,000; Coyote Point Museum, \$1,000; San Diego Repertory Theatre, \$1,000

First Pennsylvania Corporation

**1500 Market Street
Philadelphia, PA 19101**

Foundation/Trust: The FP Trust

Corporate contact: J. Bartow McCall,
Executive Vice President
Phone: (215) 786-5000

Information year: FY ending December 1986

Contributions objectives: To support a wide variety of organizations within the Delaware Valley region

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, regional

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: September-October
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, in-kind services are very limited

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Philadelphia Museum of Art, Woodmere Art Museum, Franklin Institute

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Matching grants, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, support by other firms, support by foundations/government
- 4—Publicity value, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Contact: A. Bruce Crawley, Senior Vice President

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, competitions, festivals, public TV/radio, advertising

First Security Bank of Idaho
P.O. Box 7069
Boise, ID 83730

Foundation/Trust:
First Security Company
Foundation
P.O. Box 30006
Salt Lake City, UT 84125

Corporate contact: Richard Maraffio, Vice President and Manager
Phone: (208) 384-6734

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Sales locations, state of Idaho

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: Yes

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, application form, audited statement

Weeks required for full review and decisions: 2-3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Performing arts productions, performing arts center, local art groups (Idaho)

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit, management capability, board of directors
- 3—Geographical location, employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

1st Source Corporation South Bend, IN

Foundation/Trust:

1st Source Bank Foundation

P.O. Box 1602

100 North Michigan

South Bend, IN 46634

Corporate contact: Maggie Kernan, Assistant Vice President and Director, Public Relations and Investor Relations
Phone: (219) 236-2642

Foundation contact: Ron Brown, Vice President and Trust Officer, Probate Trust Administrator
Phone: (219) 236-2793

Information year: 1986

Contributions objectives: The corporate focus is on local groups requesting small donations while the foundation assists larger institutions.

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Michiana Arts & Science Council, Art Center Inc., South Bend Symphony/Midwest Pops

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability, board of directors
- 2—Employee involvement, size of audience
- 3—Publicity value, matching grants
- 4—Coordination with similar groups
- 5—Support by other firms, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising, foundation evaluates sponsorships on individual basis

**First Southern Federal
Savings and Loan
P.O. Box 16267
Mobile, AL 36616**

Corporate contact: Karen Puckett, Director,
Corporate Contributions
Phone: (205) 473-0500

Information year: 1986

Contributions objectives: To support organizations which benefit the state of Alabama and activities in the Mobile area

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management, executive loan program

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Mobile Arts Council, Mobile Symphonic Pops, Ballet Mobile, Alabama Symphony

Kinds of support normally considered: General operating expenses, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, quality of applications, artistic merit, management capability
- 3—Publicity value, support by other firms, gifts from individuals
- 4—Matching grants, support by foundations/government, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio

Awards received for arts support: City of Mobile Award, 1987

**First Tennessee Bank, N.A.
Memphis
P.O. Box 84
165 Madison Avenue
Memphis, TN 38103**

Corporate contact: Catherine McCuiston,
Public Relations Representative
Phone: (901) 523-4382

Information year: FY ending December 1986

Contributions objectives: To improve the quality of life in Tennessee and develop the state's human resources while increasing the profits of First Tennessee

Preferred charitable causes: Higher education; health and welfare; arts and culture

Total contributions: \$448,650 (home office only)

Arts & culture: Total contributions, \$155,400; largest contribution, \$100,000; number of contributions, 4

Health & welfare: Total contributions, \$230,050; largest contribution, \$170,000; number of contributions, 9

Education: Total contributions, \$7,000; largest contribution, \$4,000; number of contributions, 3

Civic: Total contributions, \$59,200; largest contribution, \$30,000; number of contributions, 13

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 55%; office locations, 45%

Top non-home office locations for contributions: Knoxville, TN; Chattanooga, TN; Johnson City, TN; Nashville, TN; Franklin, TN

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field—president

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, annual report, project budget

Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services, in-kind services are limited

Technical assistance provided: Advertising, marketing, technical assistance is limited

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists

Recent examples of arts contributions recipients: Memphis Arts Council; Dixon Gallery and Gardens; Memphis Convention Center, Ramesses, The Great Exhibition; Public Broadcasting; Memphis in May Festival

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, underwriting

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
1—Impact on local community, size of audience, management capability
2—Geographical location, employee involvement, quality of applications, artistic merit
3—Publicity value, coordination with similar groups
4—Matching grants, support by foundations/government, board of directors
5—Support by other firms, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, Heritage Collection (corporate art collection)

First Union Corporation
First Union Plaza
Charlotte, NC 28288

Corporate contact: Ann D. Thomas, Corporate Contributions

Phone: (704) 374-6649

Information year: 1987

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 45%; sales locations, 55%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—city executive

Annual report on contributions: No

Annual report planned: No

Best time to apply: By September for following year

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Impact on local community, support by other firms, quality of applications, artistic merit, management capability, board of directors

3—Geographical location, publicity value, size of audience, coordination with similar groups

4—Employee involvement, matching grants, support by foundations/government

5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising, volunteers (loaned executives)

Fisher-Price
606 Girard Avenue
East Aurora, NY 14052

Corporate contact: Sharon Gabriel, Secretary and Donations Committee Coordinator

Phone: (716) 687-3387

Information year: FY ending June 1986

Total contributions: n/a

Arts & culture: Total contributions, 30%

Health & welfare: Total contributions, 35%

Civic: Total contributions, 30%

Other: Total contributions, 5%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:

Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, audited statement

Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Buffalo Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, matching grants, coordination with similar groups, management capability, board of directors
- 3—Size of audience, quality of applications, gifts from individuals
- 4—Support by other firms, artistic merit
- 5—Publicity value, support by foundations/government

Fleming Companies, Inc.
6301 Waterford Boulevard
Oklahoma City, OK 73118

Corporate contact: Cheryl Mayfield-Hudak,
Director of Corporate Communications
Phone: (405) 840-7200

Contributions objectives: To contribute to the communities in which Fleming has been successful

Preferred charitable causes: Human resources; health and welfare; arts and culture

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: International, national, home office, plant locations

Top non-home office locations for contributions: Philadelphia; Pleasanton, CA; Dallas; Topeka, KS

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Oklahoma Council on the Arts, Ballet Oklahoma, Center for the American Indian, Oklahoma Humanities Council, National Cowboy Hall of Fame

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, quality of applications, coordination with similar groups, artistic merit, management capability
- 3—Support by other firms, matching grants, support by foundations/government, gifts from individuals, board of directors, connection with food industry
- 4—Publicity value, size of audience

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits

Fluor Corporation
3333 Michelson Drive
Irvine, CA 92730

Foundation/Trust:
Fluor Foundation

Corporate contact: Suzanne Huffmon Esber,
Community Affairs Coordinator
Phone: (714) 975-2000

Information year: FY ending October 1986

Contributions objectives: To support higher education and education related programs; health, welfare and cultural activities which have an educational impact are also supported

Total contributions: \$1,200,000

Arts & culture: Total contributions, \$99,000

Health & welfare: Total contributions,
\$450,000

Education: Total contributions, \$470,000

Civic: Total contributions, \$120,000

Other: Total contributions, \$110,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office, office locations

Top non-home office locations for contributions: Houston; Greenville, SC; Clinton, MO; Chicago

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form
Weeks required for full review and decisions: 3-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Orange County Performing Arts Center, South Coast Repertory Theatre, Chicago Symphony Orchestra

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 2—Geographical location, impact on local community, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, matching grants, coordination with similar groups
- 4—Publicity value, support by other firms, support by foundations/government, gifts from individuals

Awards received for arts support: Business Committee for the Arts Award, 1984-85

Ford Motor Company American Road Dearborn, MI 48121

Foundation/Trust: Ford Motor Company Fund

Corporate contact: David Staiger, Manager,
Corporate Contributions
Phone: (313) 337-8507

Foundation contact: Leo J. Brennan Jr.,
Executive Director
Phone: (313) 845-8711

Information year: FY ending December 1986

Total contributions: \$14,631,403

Arts & culture: Total contributions,
\$2,459,078; largest contribution, \$850,000;
number of contributions, 187; median
contribution, \$13,150

Health & welfare: Total contributions,
\$3,648,052; largest contribution, \$1,145,000;
number of contributions, 282; median
contribution, \$12,936

Education: Total contributions, \$4,810,384;
largest contribution, \$100,000; number of
contributions, 234; median contribution,
\$20,557

Civic: Total contributions, \$2,784,728; largest
contribution, \$100,000; number of
contributions, 328; median contribution,
\$8,490

Other: Total contributions, \$929,161; largest
contribution, \$45,000; number of contributions,
63; median contribution, \$14,749

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, office
locations, plant locations, sales locations

Top non-home office locations for
contributions: New York; Washington;
Cleveland; Chicago; Cincinnati

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
4-6

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions
recipients: Detroit Institute of Art, \$1,000,000,
Diego Rivera exhibit; Metropolitan Museum of
Art, \$1,800,000, photography collection
acquisition; National Gallery of Art, The
Treasure Houses of Britain exhibit

Kinds of support normally considered: General
operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 2—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 3—Publicity value, support by other firms
- 4—Support by foundations/government, size of audience, coordination with similar groups, board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Awards received for arts support: Business Committee for the Arts Award, 1986

Franklin Life Insurance Company Franklin Square Springfield, IL 62713

Corporate contact: Howard C. Humphrey,
President and Chief Executive Officer
Phone: (312) 528-2011 x513

Information year: 1986

Total contributions: \$90,000

Arts & culture: Total contributions, \$2,000;
largest contribution, \$1,000; number of
contributions, 3

Geographic areas encompassed by arts
contributions: Home office, 100%

Non-home office contributions decisions: Field
office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, community arts,
performing arts, theater, symphony/chamber
orchestra, opera

Recent examples of arts contributions
recipients: Springfield Art Association, Old
Capitol Art Fair, Springfield Symphony
Orchestra

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Employee involvement
 - 2—Impact on local community
 - 3—Geographical location
-

Frisch's Restaurants Inc. 2800 Gilbert Avenue Cincinnati, OH 45206

Corporate contact: Louis J. Ullman, Senior
Vice President, Finance
Phone: (513) 559-5208

Information year: FY ending June 1986

Preferred charitable causes: Cincinnati Ballet;
civic activities; United Appeal

Total contributions: \$242,000

Arts & culture: Total contributions, \$44,000

Education: Total contributions, \$49,000

Civic: Total contributions, \$53,000

Other: Total contributions, \$96,000

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, office locations,
sales locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget, letter stating request, purpose of contribution

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Technical assistance provided: Advertising

ARTS SUPPORT

Recent examples of arts contributions

recipients: Cincinnati Ballet Company, Cincinnati Opera, Victory Theatre, WGUC (University of Cincinnati), Cincinnati Chamber Orchestra

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, publicity value, size of audience
- 3—Employee involvement, matching grants, quality of applications, artistic merit, management capability, board of directors
- 4—Support by other firms
- 5—Support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, festivals, public TV/radio, advertising, gala benefits, food for volunteers

Awards received for arts support: Esquire/Business Committee for the Arts Award

H.B. Fuller Company **St. Paul, MN**

Foundation/Trust:

**H.B. Fuller Company
Foundation**

**1200 West County Road E
St. Paul, MN 55112**

Foundation contact: Karen P. Muller,
Executive Director
Phone: (612) 481-4641

Information year: 1986

Total contributions: \$723,300

Arts & culture: Total contributions, \$96,910; largest contribution, \$78,000

Health & welfare: Total contributions, \$71,160; largest contribution, \$5,000

Education: Total contributions, \$65,730; largest contribution, \$15,000 (does not include employee matching gifts)

Civic: Total contributions, \$15,130 (includes National Focus Issue); largest contribution, \$900

Other: Total contributions, \$474,370 (includes United Way)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, home office, plant locations

Top non-home office locations for contributions: Atlanta; Chicago

Non-home office contributions decisions: Field office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Minnesota Public Radio, \$78,000, Friday night broadcasts of Minnesota Orchestra; American Ukrainian Youth Association (Palatine, IL), \$600; Ordway Music Theatre (St. Paul), \$5,000; Minnesota Society Of Fine Arts, \$500; St. Paul United Arts Fund, \$2,400

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability, board of directors
- 3—Quality of applications, coordination with similar groups, artistic merit
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

GATX Corporation 120 South Riverside Plaza Chicago, IL 60606

Corporate contact: Christiane S. Wilczura,
Corporate Administrator
Phone: (312) 621-6221

Information year: 1986

Contributions objectives: To support organizations who serve the economically and socially disadvantaged

Total contributions: \$250,000

Arts & culture: Total contributions, \$35,225; largest contribution, \$5,000; number of contributions, 30; median contribution, \$1,000

Health & welfare: Total contributions, \$114,425; largest contribution, \$37,500; number of contributions, 51; median contribution, \$1,000

Education: Total contributions, \$30,500; largest contribution, \$5,000; number of contributions, 19; median contribution, \$1,000

Civic: Total contributions, \$12,300; largest contribution, \$1,000; number of contributions, 18; median contribution, \$1,000

Other: Total contributions, \$12,550; largest contribution, \$1,000; number of contributions, 15; median contribution, \$500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; plant locations, 5%; state of Illinois

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: January 15, April 15, July 15, October 15

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: The Art Institute of Chicago, Chicago City Ballet, Chicago Symphony Orchestra, Goodman Theatre

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, artistic merit, management capability
- 2—Employee involvement, publicity value, quality of applications, board of directors
- 3—Coordination with similar groups
- 4—Support by other firms, support by foundations/government, size of audience
- 5—Gifts from individuals

GE

Fairfield, CT

Foundation/Trust:

GE Foundation

3135 Easton Turnpike

Fairfield, CT 06431

Foundation contact: Paul M. Ostergard, President, Foundation and Manager, Corporate Support and Issues
Phone: (203) 373-2250

Information year: 1986

Preferred charitable causes: Science, engineering and math education; minority education; health and human services

Total contributions: \$17,608,127

Arts & culture: Total contributions, \$699,016; largest contribution, \$151,250

Health & welfare: Total contributions, \$5,062,732; largest contribution, \$100,000

Education: Total contributions, \$10,554,382; largest contribution, \$323,000

Civic: Total contributions, \$1,110,497; largest contribution, \$100,000

Other: Total contributions, \$181,500; largest contribution, \$34,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: International, national

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—employee relations manager

Annual report on contributions: Yes

Best time to apply: Spring

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated company products/services

ARTS SUPPORT

Contact: Phyllis McGrath, Program Manager, Grants

Phone: (203) 373-3224

Kinds of arts organizations/activities

supported: Literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Coordinating Council of Literary Magazines, \$95,000, Young Writers Awards; Affiliate Artists, \$150,000, outreach; Hospital Audiences, \$10,000, outreach; Concert Artists Guild, \$50,000, Young Musicians Awards

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability, must meet one of our two objectives: encouraging y
- 2—Board of directors
- 3—Publicity value, size of audience
- 4—Employee involvement
- 5—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Contact: Karl Koss, Manager, Corporate Advertising
Phone: (203) 373-2042

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio

Awards received for arts support: Business Committee for the Arts, 1985, Younger Writers Awards

GEICO Corporation GEICO Plaza Washington, D.C. 20076

**Foundation/Trust:
GEICO Philanthropic
Foundation, 20076**

Corporate contact: Nancy Clark, Secretary of Social Responsibility Committee
Phone: (202) 986-3000

Information year: FY ending December 1986

Preferred charitable causes: Social; health and welfare; safety

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations

Top non-home office locations for contributions: Georgia; California; New York; Denver

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—corporate donations director

Annual report on contributions: No

Annual report planned: No

Best time to apply: Monthly

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 30

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services, telephones

Technical assistance provided: Volunteer program

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance, film/video, opera

Recent examples of arts contributions recipients: National Symphony, Washington Performing Arts, Arena Stage

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Artistic merit, employee interest
- 2—Impact on local community, employee involvement, support by other firms, quality of applications, management capability, board of directors
- 3—Geographical location, publicity value, size of audience, coordination with similar groups
- 4—Matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Public TV/radio

Gannett Co., Inc.
P.O. Box 7858
Washington, D.C. 20044

Foundation/Trust:
Gannett Foundation, Inc.
Lincoln Tower
Rochester, NY 14604

Foundation contact: Eugene C. Dorsey,
President
Phone: (716) 262-3315

Information year: 1986

Preferred charitable causes: Community-based grants; journalism-related programs; adult literacy

Total contributions: \$21,422,000

Arts & culture: Total contributions, \$1,828,472; largest contribution, \$100,000; number of contributions, 328

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 25%; office locations, 75%; plant locations

Top non-home office locations for contributions: Washington, D.C.; Detroit; Cincinnati, OH; Louisville, KY; New York City

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—local Gannett CEO(s)

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12 or more

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boise Gallery of Art Association, \$12,500, toward a \$1 million expansion and remodeling campaign; John F. Kennedy Center for the Performing Arts, \$10,000, Holiday Festival Series; Des Moines Center of Science and Industry, \$6,000, "Dinamation Dinosaurs" exhibition; Rochester Philharmonic Orchestra, \$15,000, sponsor of season's opening performance; American Council for the Arts, \$75,000, stabilization fund

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, quality of applications
- 3—Publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups, artistic merit, management capability, board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, competitions, festivals, public TV/radio

GenCorp Akron, OH

Foundation/Trust:

GenCorp Foundation, Inc.

One General Street

Akron, OH 44329

Foundation contact: Joseph M. Leyden,
President of Foundation
Phone: (216) 798-3000

Information year: FY ending November 1986

Total contributions: \$1,200,000

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 45%

Education: Total contributions, 35%

Civic: Total contributions, 5%

Other: Total contributions, 5%

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: IRS letter

Weeks required for full review and decisions:
6

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, film/video, opera

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Quality of applications
- 2—Geographical location, impact on local community, support by other firms
- 3—Size of audience, management capability, board of directors
- 4—Employee involvement
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit

General Motors Corporation Detroit, MI

Foundation/Trust:
General Motors Foundation
3044 West Grand Boulevard
Detroit, MI 48202

Foundation contact: John Nowicki, Manager,
Foundation

Phone: (313) 556-4260

Information year: 1986

Total contributions: n/a

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—director of public affairs

Annual report on contributions: No

Annual report planned: No

Best time to apply: Beginning of each quarter

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing,
performance space, meeting space, donated
materials, donated company products/services

Technical assistance provided: Advertising,
accounting/fiscal management, marketing,
employee volunteers

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber, orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** Detroit Symphony Orchestra,
National Corporate Fund for Dance, Michigan
Opera Theatre, Kennedy Center

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services, sponsorships
through advertising/PR, technical assistance
from company personnel, employee matching
gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
support by other firms, support by
foundations/government, coordination with
similar groups
- 2—Size of audience, artistic merit,
management capability
- 3—Publicity value, quality of applications
- 4—Board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays,
festivals, public TV/radio, advertising,
memberships, gala benefits

General Public Utilities Corporation **100 Interpace Parkway** **Parsippany, NJ 07054**

Corporate contact: William L. Gifford, Vice
President, Communications
Phone: (201) 263-6225

Information year: FY ending December 1986

Preferred charitable causes: United Way; health; fire/police

Total contributions: \$348,000

Arts & culture: Total contributions, \$2,625

Health & welfare: Total contributions, \$104,106

Education: Total contributions, \$27,547

Civic: Total contributions, \$203,722

Other: Total contributions, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Top non-home office locations for contributions: Morristown, NJ; Johnstown, PA; Reading, PA; Middletown, PA; Ocean County, NJ

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—comptroller or vice president of communications

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, board list, contributors list

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

Recent examples of arts contributions

recipients: York Little Theater, Inc., \$200; Erie Philharmonic, \$250; Community Arts Center, \$200; United Arts Fund Drive, \$100; York Symphony Association, \$100

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, artistic merit, management capability

GenRad, Inc. Concord, MA

Foundation/Trust:
GenRad Foundation
300 Baker Avenue
Concord, MA 01742

Foundation contact: Linda B. Smoker, Trust Administrator

Phone: (617) 369-4400

Information year: FY ending December 1986

Total contributions: \$416,150

Arts & culture: Total contributions, \$63,000; largest contribution, \$25,000; number of contributions, 16; median contribution, \$1,000

Health & welfare: Total contributions, \$76,000; largest contribution, \$50,000; number of contributions, 5

Education: Total contributions, \$121,000; largest contribution, \$57,000; number of contributions, 34

Civic: Total contributions, \$22,350; largest contribution, \$4,000; number of contributions, 18; median contribution, \$1,500

Other: Total contributions, \$133,800; largest contribution, \$83,750; number of contributions, 4

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 80%; office locations, 10%; plant locations, 10%; areas where employees live

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Children's Museum, \$6,500, capital grant and membership; De Cordova and Dana Museum and Park, \$13,650, building fund and membership; American Repertory Theatre, \$1,000, operating expenses; Boston Ballet, \$1,000, operating expenses; Concord Museum, \$1,500, membership

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Geographical location
- 3—Publicity value, support by other firms, gifts from individuals
- 4—Coordination with similar groups
- 5—Matching grants, support by foundations/government

Geosource, Inc.
6909 Southwest Freeway
Houston, TX 77074

Corporate contact: David Borth, Director, Human Resources

Contributions objectives: Contributions have been suspended for 1987

Total contributions: none

Scope of information: Corporation only

Gerber Products Company
Fremont, MI

Foundation/Trust:
Gerber Companies Foundation
445 State Street
Fremont, MI 49412

Foundation contact: John B. Whitlock, Administrator
Phone: (616) 928-2759

Information year: 1986

Total contributions: \$484,775

Arts & culture: Total contributions, none

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

Gleason Corporation Rochester, NY

Foundation/Trust:

Gleason Memorial Fund Inc.

30 Corporate Woods

P.O. Box 22856

Rochester, NY 14692

Foundation contact: C.A. Miller, Vice

President, Administration

Phone: (716) 272-6000

Information year: FY ending December 1986

Total contributions: \$1,806,499

Arts & culture: Total contributions, \$102,750;
largest contribution, \$15,000; number of
contributions, 11; median contribution,
\$10,000

Health & welfare: Total contributions,
\$319,334; largest contribution, \$268,000;
number of contributions, 13; median
contribution, \$3,500

Education: Total contributions, \$894,455;
largest contribution, \$300,000; number of
contributions, 21; median contribution,
\$14,000

Civic: Total contributions, \$98,300; largest
contribution, \$75,000; number of contributions,
5; median contribution, \$7,500

Other: Total contributions, \$95,660; largest
contribution, \$28,200; number of contributions,
10; median contribution, \$5,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 95%; universities
outside of New York, 5%

Non-home office contributions decisions:
Home office, foundation board of directors

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
Maximum 12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Genesee Valley Arts Foundation,
\$13,500, support for GeVa Theatre; Landmark
Society; Sonnenberg Gardens, \$10,000,
renovations; Philharmonic Orchestra, \$12,000,
annual support; WXXI (Public Television),
\$2,000, \$4,500, support for two specific
programs

Kinds of support normally considered: General
operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, size of audience, quality of applications, management capability, board of directors
- 2—Impact on local community, support by foundations/government
- 3—Support by other firms, coordination with similar groups, artistic merit
- 5—Employee involvement, publicity value, matching grants, gifts from individuals

**Glenmore Distilleries
Company
1700 Citizens Plaza
Louisville, KY 40202**

Corporate contact: Donna-Ann P. Hayden,
Director of Corporate Communications
Phone: (502) 589-0130

Information year: FY ending June 1987

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations

Top non-home office locations for contributions: Owensboro, KY; San Luis Obispo, CA; New York City

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, board list, contributors list
Weeks required for full review and decisions:
Approximately 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, marketing, general management, design services

ARTS SUPPORT

Preferred arts organizations/activities: The Louisville Orchestra, The Louisville Ballet, The Kentucky Center for the Arts

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Louisville Fund for the Arts, employee campaign drive/general support; The Louisville Orchestra, "SuperPops" sponsorship; The Louisville Ballet, performance sponsorship; Actor's Theatre of Louisville, performance sponsorship; The Louisville Jazz Society, performance sponsorship

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, size of audience, artistic merit, management capability
- 2—Board of directors
- 3—Support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, festivals, advertising

Gould Inc. Rolling Meadows, IL

Foundation/Trust:
Gould Inc. Foundation
10 Gould Center
Rolling Meadows, IL 60008

Corporate contact: Jan A. Britt, Director,
Employee Relations
Phone: (312) 640-4255

Information year: FY ending December 1986

Total contributions: \$704,800

Arts & culture: Total contributions, \$50,500

Health & welfare: Total contributions,
\$284,000

Education: Total contributions, \$319,200

Civic: Total contributions, \$27,500

Other: Total contributions, \$23,600

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, home office, office
locations, plant locations

Top non-home office locations for
contributions: Santa Clara; Cleveland

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No; for 1986

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, theater, symphony/chamber orchestra,
dance, opera

Recent examples of arts contributions

recipients: Chicago Symphony Orchestra,
Computer Museum, Boston

Kinds of support normally considered: Capital
projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, artistic merit, management capability
- 2—Coordination with similar groups
- 3—Employee involvement, quality of applications
- 4—Matching grants, support by foundations/government, board of directors
- 5—Publicity value, support by other firms, gifts from individuals

Sponsorships through Advertising/Public
Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Graco Inc.
Minneapolis, MN

Foundation/Trust:
The Graco Foundation
P.O. Box 1441
Minneapolis, MN 55440

Foundation contact: David L. Schoeneck,
Executive Director
Phone: (612) 623-6679

Information year: FY ending December 1986

Contributions objectives: To provide direct human services to those in need, help young men and women pursue educational and vocational goals, and maintain the quality of life in communities where we live and do business.

Preferred charitable causes: United Way; direct human service organizations; economic education programs

Total contributions: \$664,000

Arts & culture: Total contributions, \$8,000; largest contribution, \$3,500; number of contributions, 5; median contribution, \$500

Health & welfare: Total contributions, \$400,000; largest contribution, \$245,000; number of contributions, 64; median contribution, \$1,200

Education: Total contributions, \$226,000; largest contribution, \$100,000; number of contributions, 30; median contribution, \$2,000

Civic: Total contributions, \$28,000; largest contribution, \$5,000; number of contributions, 22; median contribution, \$1,000

Other: Total contributions, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 90%; office locations, 10%

Top non-home office locations for contributions: Chicago; Detroit; San Diego, CA

Non-home office contributions decisions:
Home office
Initial contact for non-home office request:
Home

Annual report on contributions: No

Application deadline: February 15, May 15, August 15, October 31

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated company products/services

Technical assistance provided: loaned executives

ARTS SUPPORT

Kinds of arts organizations/activities supported: Public TV/radio, symphony/chamber orchestra

Recent examples of arts contributions recipients: Minnesota Orchestra, \$4,500, guaranty fund; Twin Cities Public Television, \$1,700, general operating

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Management capability, board of directors
- 3—Employee involvement, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit
- 4—Support by other firms, support by foundations/government
- 5—Publicity value, matching grants

GrandMet USA Inc.
100 Paragon Drive
Montvale, NJ 07645

Corporate contact: Alan M. Welty, Secretary
and Treasurer, Corporate Contributions
Committee

Phone: (201) 573-4017

Information year: FY ending September 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
4-8

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** WNET (Public Television), Lincoln
Center, American Dance Festival, New Jersey
Network

Kinds of support normally considered: Capital
projects, endowment campaigns, special
projects, employee matching gifts (public
television only)

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
matching grants, quality of applications
- 2—Publicity value, support by other firms,
size of audience, artistic merit,
management capability, board of directors
- 3—Support by foundations/government, gifts
from individuals
- 4—Coordination with similar groups

Graybar Electric Company
Incorporated
P.O. Box 7231
St. Louis, MO 63177

Corporate contact: L.D. Owen, Jr., Vice
President and Treasurer

Phone: (314) 727-3900

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, none

Health & welfare: Total contributions, n/a

Education: Total contributions, n/a

Civic: Total contributions, n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to December 31

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement, background information
Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums

Recent examples of arts contributions recipients: St. Louis Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Quality of applications, artistic merit, management capability
- 3—Publicity value, size of audience, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals
- 5—Coordination with similar groups

Great American First Savings Bank
600 B Street
Suite 800
San Diego, CA 92101

Corporate contact: Karen Miller, Community Relations Officer

Phone: (619) 231-6242

Information year: 1985

Contributions objectives: To ensure that our communities provide adequate health care and to encourage improvement in our educational system and in artistic endeavors

Total contributions: \$600,000

Arts & culture: Total contributions, \$205,000

Health & welfare: Total contributions, \$167,000

Education: Total contributions, \$10,000

Civic: Total contributions, \$121,000

Other: Total contributions, \$92,000 (includes United Way and youth)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 70%; office locations, 30%

Top non-home office locations for contributions: Southern California; northern California

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2-3

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, marketing

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: San Diego Museum of Art, San Diego Symphony, Globe Theatre, Starlight Opera, Stockton Symphony

Kinds of support normally considered: Special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value
- 2—Support by other firms, size of audience, board of directors
- 3—Quality of applications, management capability
- 4—Gifts from individuals, coordination with similar groups, artistic merit
- 5—Matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, plays, festivals, public TV/radio, gala benefits

Great American First Savings Bank
32 North Stone
P.O. Box 2871
Tucson, AZ 85702

Corporate contact: Dawn Marks, Assistant Corporate Secretary
Phone: (602) 623-7771

Information year: FY ending 1986

Preferred charitable causes: United Way

Total contributions: \$200,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials, donated company products/services

Technical assistance provided: counseling services

ARTS SUPPORT

Preferred arts organizations/activities:

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Phoenix Symphony, Tucson Symphony, Tucson Museum, Phoenix Art Museum, Tucson Festival Society

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, community appeal
- 2—Employee involvement, matching grants, support by foundations/government, quality of applications, artistic merit, management capability
- 3—Support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 4—Publicity value

Great Lakes Federal Savings
401 East Liberty
P.O. Box 8600
Ann Arbor, MI 48107

Corporate contact: James S. Patterson,
Corporate Communications Manager
Phone: (313) 769-8300

Information year: FY ending December

Contributions objectives: To assist organizations that work to improve the health, safety, growth and quality of life in communities where we have branches

Preferred charitable causes: United Way; health and welfare; arts and humanities

Total contributions: \$58,800

Arts & culture: Total contributions, \$4,000; largest contribution, \$1,000; number of contributions, 13; median contribution, \$250

Health & welfare: Total contributions, \$35,000; largest contribution, \$10,500; number of contributions, 50; median contribution, \$125

Education: Total contributions, \$5,800; largest contribution, \$2,000; number of contributions, 12; median contribution, \$100

Civic: Total contributions, \$14,000; largest contribution, \$3,000; number of contributions, 29; median contribution, \$100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 40%; office locations, 60%

Top non-home office locations for contributions: Saginaw, MI; Grand Rapids, MI; Battle Creek, MI; Lansing, MI

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—regional manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Ann Arbor Symphony, \$1,000, concert; Interlochen Center for the Arts, \$400, general support; Michigan Artrain, \$200, general support; Grand Rapids Art Museum, \$250, general support; Tibbets Opera Foundation, \$100, general support

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, management capability
- 2—Publicity value, support by other firms, artistic merit
- 3—Employee involvement, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts

The Guardian Life Insurance Company of America 201 Park Avenue South New York, NY 10003

Foundation/Trust: The Guardian Life Trust

Corporate contact: Herbert N. Grolnick,
Corporate Secretary
Phone: (212) 598-8387

Information year: FY ending December 1986

Total contributions: \$398,955

Arts & culture: Total contributions, \$84,050;
largest contribution, \$42,000; number of
contributions, 25

Health & welfare: Total contributions,
\$97,800; largest contribution, \$41,000; number
of contributions, 28

Education: Total contributions, \$179,985;
largest contribution, \$106,875; number of
contributions, 180

Civic: Total contributions, \$25,970; largest
contribution, \$12,500; number of contributions,
24

Other: Total contributions, \$11,150; largest
contribution, \$3,000; number of contributions,
13

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, office
locations

Top non-home office locations for
contributions: Bethlehem, PA; Appleton, WI;
Spokane, WA

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Best time to apply: Spring, summer

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
8

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, literature, museums,
performing arts, public TV/radio, visual arts/
crafts, symphony/chamber orchestra, dance,
opera

Recent examples of arts contributions
recipients: Lincoln Center, \$11,500, operating
expenses; Metropolitan Museum of Art,
\$42,000, capital campaign; New York Public
Library, \$3,000, operating expenses; WNET
(Public Television), \$2,000, operating expenses

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, artistic merit
- 3—Employee involvement, size of audience, management capability, board of directors
- 4—Support by other firms, quality of applications
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Gulf States Utilities Company P.O. Box 2951 Beaumont, TX 77704

Corporate contact: Leslie D. Cobb, Corporate Secretary

Phone: (713) 839-2132

Information year: 1985

Preferred charitable causes: United Way

Total contributions: \$572,572

Arts & culture: Total contributions, \$89,780; largest contribution, \$20,000; number of contributions, 9

Health & welfare: Total contributions, \$225,075; largest contribution, \$62,600; number of contributions, 48

Education: Total contributions, \$173,520; largest contribution, \$17,000; number of contributions, 79

Civic: Total contributions, \$20,731; largest contribution, \$1,250; number of contributions, 76

Other: Total contributions, \$63,157; number of contributions, 50

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, operating service area

Top non-home office locations for contributions: Baton Rouge, LA; Lake Charles, LA; Port Arthur, TX; Conroe, TX; Orange, TX

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Mid-year for following calendar year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 3

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Beaumont Art Museum, \$20,000, building fund; Beaumont Civic Opera, \$100, operating expenses; Baton Rouge Symphony, \$800, operating expenses

Kinds of support normally considered: General operating expenses, endowment campaigns, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 3—Support by other firms, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 4—Employee involvement, publicity value
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals

Hallmark Cards, Inc.
2501 McGee Trafficway
Kansas City, MO 64108

Corporate contact: Jeanne M. Bates,
Community Development Manager
Phone: (816) 274-8515

Information year: FY ending December 1986

Contributions objectives: To improve the communities in which the company operates through support of causes which contribute to each community's economic and social development

Preferred charitable causes: Civic affairs; arts and humanities; social welfare/education

Total contributions: More than \$6,000,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 9%; home office, 75%; plant locations, 11%; subsidiaries, 5%

Top non-home office locations for contributions: Topeka, KS; Enfield, CT; Lawrence, KS; Leavenworth, KS; Columbus, GA

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—contribution committee chairman

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services, employee labor projects

Technical assistance provided: Employee volunteers during non-working hours, primarily through board service.

ARTS SUPPORT

Preferred arts organizations/activities: Performing arts, museums

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Kansas City Symphony, operating expenses; Missouri Repertory Theatre, operating expenses; State Ballet of Missouri, operating expenses; Kansas City Lyric Opera, operating expenses; Nelson-Atkins Museum of Art, endowment/operating expenses

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors, earned income as a % of operating expense
- 2—Support by other firms, size of audience, gifts from individuals, coordination with similar groups
- 3—Employee involvement, support by foundations/government, quality of applications
- 5—Publicity value, matching grants

Halstead Industries Inc.
West New Castle Street
Zelienople, PA 16063

Corporate contact: Charles Hohmann,
Secretary-Treasurer
Phone: (412) 452-9400

Information year: 1986

Contributions objectives: To establish each plant location as a benefactor to its local community

Total contributions: \$15,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%; plant locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter

Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 2-4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, performing arts, public TV/radio

Recent examples of arts contributions recipients: Butler County Symphony, WQED Public Television, Greensboro (North Carolina) Music Festival

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Artistic merit, management capability, board of directors
- 3—Support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups
- 4—Matching grants
- 5—Publicity value, size of audience

Hanes Companies, Inc.

P.O. Box 202

Winston-Salem, NC 27102

Corporate contact: R. Philip Hanes, Jr.,
Chairman of the Board
Phone: (919) 725-1391

Information year: FY ending December 1986

Contributions objectives: Due to a leveraged buy-out, our contributions are currently restricted for the next several years. We fully intend to return to a normal level of contributions as soon as possible.

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, state of North Carolina

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, board list, contributors list, audited statement

Weeks required for full review and decisions: 1

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors
- 2—Support by other firms, support by foundations/government, gifts from individuals
- 3—Size of audience, coordination with similar groups
- 4—Quality of applications
- 5—Employee involvement, publicity value, matching grants

**Harper & Row Publishers,
Inc.**

**10 East 53rd Street
New York, NY 10022**

Corporate contact: Eileen Roper Ast, Director,
Corporate Communications

Phone: (212) 207-7222

Information year: FY ending April

Total contributions: n/a

Scope of information: Corporation only

Annual report on contributions: No

Annual report planned: No

Best time to apply: March, June

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list

Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, literature, museums, national organizations, performing arts, public TV/radio, theater, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
 - 2—Employee involvement, publicity value, size of audience, management capability, board of directors
 - 3—Quality of applications, artistic merit
 - 4—Support by other firms, gifts from individuals, coordination with similar groups
 - 5—Matching grants, support by foundations/government
-
-

**Harris Trust and Savings
Bank**

**111 West Monroe Street
Chicago, IL 60603**

**Foundation/Trust:
Harris Bank Foundation**

Corporate contact: H. Kris Ronnow, Vice
President, Public Affairs

Phone: (312) 461-6660

Information year: 1985

Contributions objectives: Through our efforts we seek to promote community and personal development. By helping neighborhoods and institutions grow and prosper, we benefit all who live and work in the communities we serve.

Total contributions: \$1,024,784

Arts & culture: Total contributions, \$36,494

Health & welfare: Total contributions, \$105,650

Education: Total contributions, \$218,060

Civic: Total contributions, \$193,250

Other: Total contributions, \$471,330 (includes United Way)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: Yes

Annual report planned: No

Written guidelines available: Yes

Requirements for applications: Complete budget, IRS letter, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Chicago Symphony, \$6,500; Chicago Art Institute, \$7,000; Young Audiences, \$2,000; Ravinia Festival, \$3,000; Phoenix Symphony, \$1,500

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, support by foundations/government, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Support by other firms, matching grants, coordination with similar groups
- 4—Employee involvement, gifts from individuals
- 5—Publicity value

HARTMARX Corporation Chicago, IL

Foundation/Trust:
Hartmarx Charitable Foundation
101 North Wacker Drive
Chicago, IL 60606

Foundation contact: Kay C. Nalbach,
President

Phone: (312) 372-6300

Information year: FY ending November 1986

Total contributions: \$583,164

Arts & culture: Total contributions, \$67,450; largest contribution, \$15,000; number of contributions, 33; median contribution, \$1,500

Health & welfare: Total contributions, \$83,265; largest contribution, \$3,500; number of contributions, 97; median contribution, \$425

Education: Total contributions, \$117,492; largest contribution, \$20,000; number of contributions, 49; median contribution, \$1,500

Civic: Total contributions, \$92,203; largest contribution, \$23,000; number of contributions, 60; median contribution, \$1,500

Other: Total contributions, \$232,754; largest contribution, \$196,354; number of contributions, 76; median contribution, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 55%; office locations, 30%; plant locations, 2%; sales locations, 13%

Top non-home office locations for contributions: Michigan City, IN; New York City; Rochester, NY; Buffalo, NY; Atlanta

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field—president

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: brief proposal

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Symphony Orchestra, \$8,000, capital campaign; Lyric Opera of Chicago, \$8,000, capital campaign; Art Institute of Chicago, \$4,000, capital campaign; Field Museum of Natural History, \$5,000, Capital campaign; Museum of Science & Industry

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, support by other firms, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, plays

Hasbro Inc.
1027 Newport Avenue
Pawtucket, RI 02861

Foundation/Trust:
Hasbro Children's Foundation
32 West 23rd Street
New York, NY 10010

Foundation contact: Eve Weiss, Executive Director

Phone: (212) 645-2400

Information year: 1986

Contributions objectives: Support is given exclusively to organizations which benefit children. Targeted categories include: abused and neglected, health services, special education, handicapped and homeless.

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Complete budget, contributors list

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

Hazeltine Corporation

Greenlawn, NY 11740

Corporate contact: James W. Evans, Vice President, Community and Public Relations
Phone: (516) 351-4001

Information year: 1986

Contributions objectives: To support the colleges and universities from which we draw engineers and scientists and also to support local community, cultural and health activities

Preferred charitable causes: Educational; community relations; hospitals

Total contributions: \$111,000

Health & welfare: Total contributions, \$9,350; largest contribution, \$3,000; number of contributions, 7

Education: Total contributions, \$62,250; largest contribution, \$20,000; number of contributions, 20

Civic: Total contributions, \$32,860 (includes arts and culture); largest contribution, \$7,000; number of contributions, 50

Other: Total contributions, \$5,750; largest contribution, 2,500; number of contributions, 6

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 98%; plant locations, 2%

Top non-home office locations for contributions: Riverhead, NY; Braintree, MA

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: No
Might again do so: possibly 1988

ARTS SUPPORT

Preferred arts organizations/activities: Long Island Philharmonic

Kinds of arts organizations/activities supported: Community arts, performing arts, public TV/radio, theater, dance

Recent examples of arts contributions recipients: Long Island Philharmonic, Diocesan Television Center, Long Island Stage, Eglevsky Ballet

Kinds of support normally considered: General operating expenses, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, management capability
- 3—Publicity value, quality of applications, coordination with similar groups, board of directors
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, size of audience, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Evelyn E. Schiralli, Advertising and Public Relations Coordinator
Phone: (516) 351-4133

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, public TV/radio, gala benefits

The Heil Company
P.O. Box 593
3000 West Montana Street
Milwaukee, WI 53201

Corporate contact: Joseph Heil, Chairman of the Board

Phone: (414) 647-3371

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 98%; plant locations, 2%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Application deadline: August 31

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: United Performing Arts Funds (Milwaukee, Chattanooga), Milwaukee Museum of Art, WMVS (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Artistic merit

3—Size of audience, quality of applications, management capability, board of directors

4—Support by other firms, gifts from individuals

5—Publicity value, matching grants, support by foundations/government, coordination with similar groups

**G. Heileman Brewing
Company Inc.**
La Crosse, WI

Foundation/Trust:
**Heileman Old Style Foundation
Inc.**
100 Harborview Plaza
La Crosse, WI 54601

Foundation contact: George E. Smith,
Coordinating Secretary
Phone: (608) 785-1000

Information year: 1986

Preferred charitable causes: United Way;
education; civic

Total contributions: \$254,000

Arts & culture: Total contributions, \$36,000
(includes health and welfare)

Education: Total contributions, \$21,000

Civic: Total contributions, \$20,000

Other: Total contributions, \$178,000 (includes United Way)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—plant manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: Quarterly
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list
Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space,
meeting space, in-kind services provided for
local organizations

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** AAVW Art Fair on the Green,
Guthrie Theatre, La Crosse Society of Arts
and Crafts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Impact on local community, employee
involvement, size of audience, quality of
applications
- 3—Geographical location, publicity value,
support by other firms, matching grants,
gifts from individuals, artistic merit,
management capability
- 4—Support by foundations/government,
coordination with similar groups, board of
directors

H.J. Heinz Company Pittsburgh, PA

Foundation/Trust:
H.J. Heinz Company Foundation
P.O. Box 57
Pittsburgh, PA 15230

Foundation contact: Elizabeth Atkinson,
Administrator
Phone: (412) 456-5772

Information year: 1986

Total contributions: n/a

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly, board of
trustees

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
8-12

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Pittsburgh Symphony, Pittsburgh
Ballet, Ballet Theatre Foundation

Kinds of support normally considered: General
operating expenses, special projects, employee
matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit
- 2—Geographical location, publicity value, matching grants, quality of applications, management capability
- 3—Support by other firms, gifts from individuals, coordination with similar groups, board of directors
- 5—Support by foundations/government, size of audience

Hershey Foods Corporation
14 East Chocolate Avenue
P.O. Box 814
Hershey, PA 17033

Foundation/Trust:
**The Hershey Foods Corporation
Fund**

Corporate contact: Mr. L.W. Simmons,
Chairman, Contributions Committee
Phone: (717) 534-7574

Information year: 1986

Total contributions: \$2,603,000

Arts & culture: Total contributions, \$224,000;
largest contribution, \$100,000

Health & welfare: Total contributions,
\$1,630,000; largest contribution, \$795,000

Education: Total contributions, \$545,000;
largest contribution, \$20,000

Civic: Total contributions, \$171,000; largest
contribution, \$19,000

Other: Total contributions, \$33,000; largest
contribution, \$5,000

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: Home office, plant locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—local manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter

Weeks required for full review and decisions:
4-8

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions
recipients: Local public broadcasting stations
in locations of company facilities, art funds,
local symphony orchestras

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Size of audience, coordination with similar groups, management capability
- 3—Employee involvement, support by other firms, quality of applications, board of directors
- 4—Publicity value, matching grants, support by foundations/government, gifts from individuals

Hewlett-Packard Company
P.O. Box 10301
Palo Alto, CA 94303

Foundation/Trust:
The Hewlett-Packard Company
Foundation

Corporate contact: Roderick Carlson, Director
of Corporate Grants
Phone: (415) 857-3053

Information year: 1986

Total contributions: \$48,576,730

Arts & culture: Total contributions, \$470,390;
largest contribution, \$200,000

Health & welfare: Total contributions,
\$3,735,944; largest contribution, \$2,659,563

Education: Total contributions, \$43,581,817

Civic: Total contributions, \$156,494

Other: Total contributions, \$632,085

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, plant
locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
6-12

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company
products/services

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, theater, symphony/chamber orchestra,
dance, opera

Recent examples of arts contributions
recipients: San Francisco Symphony, National
Public Radio, The Dance Notation Bureau

Kinds of support normally considered: General
operating expenses, special projects, in-kind
goods/services

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Employee involvement, management
capability
- 3—Impact on local community, quality of
applications, coordination with similar
groups, board of directors
- 4—Artistic merit
- 5—Publicity value, support by other firms,
matching grants, support by foundations/
government, size of audience, gifts from
individuals

Awards received for arts support: Business in
the Arts Award, 1982

Hexcel Corporation
11555 Dublin Boulevard
Dublin, CA 94568

Corporate contact: Carol Marriot, Manager,
Corporate Communications
Phone: (415) 956-3333

Information year: FY ending December 1986

Contributions objectives: To improve the
quality of life in communities in which the
company operates

Total contributions: \$40,000

Arts & culture: Total contributions, \$3,000

Education: Total contributions, \$10,000

Civic: Total contributions, \$1,000 (includes health and welfare)

Other: Total contributions, \$26,000 (includes United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—human resource manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: San Francisco Museum of Modern Art, \$1,000; San Francisco Symphony, \$1,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, artistic merit, management capability

2—Employee involvement, publicity value, matching grants, size of audience

3—Support by other firms, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

Hills Bros. Coffee, Inc.

2 Harrison Street
San Francisco, CA 94105

Corporate contact: Luanne Schnase, Public Relations Supervisor

Phone: (415) 546-4600 X 4542

Information year: FY ending December 1986

Preferred charitable causes: United Way; Children's Organization; police force

Total contributions: \$30,000

Arts & culture: Total contributions, \$1,500

Health & welfare: Total contributions, \$20,000

Education: Total contributions, \$1,000

Civic: Total contributions, \$1,000

Other: Total contributions, \$6,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office

Non-home office contributions decisions: Home office

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions: 1-2

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance

Kinds of support normally considered: Special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

2—Geographical location, impact on local community, publicity value

3—Quality of applications, artistic merit, management capability

4—Employee involvement

5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Plays, festivals, public TV/radio, gala benefits

Holiday Corporation

1023 Cherry Road
Memphis, TN 38117

Corporate contact: Mary Jane Fuller, Manager, Community Relations
Phone: (901) 762-8823

Information year: FY ending December 1986

Preferred charitable causes: United Way of Greater Memphis; Memphis Arts Council; Memphis Partners

Arts & culture: Total contributions, \$167,000; largest contribution, \$100,000; number of contributions, 5

Health & welfare: Total contributions, \$548,000; largest contribution, \$242,000; number of contributions, 3

Education: Total contributions, \$661,000; largest contribution, \$175,000; number of contributions, 16

Civic: Total contributions, \$507,000; largest contribution, \$150,000; number of contributions, 44

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 64%; office locations, 36%

Top non-home office locations for contributions: Reno, NV; Atlantic City, NJ; Las Vegas, NV; Dallas, TX

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Marketing

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, public TV/radio

Recent examples of arts contributions recipients: Memphis Arts Council, \$100,000, umbrella group

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts, matching gifts are for public television and radio

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 3—Employee involvement, publicity value, support by other firms, matching grants
- 4—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Awards received for arts support: Corporate Neighbor of the Year (Memphis), 1987

**Home Life Insurance
Company of New York
253 Broadway
New York, NY 10007**

**Foundation/Trust:
Home Life Charitable Trust**

Corporate contact: Linda Brett, Vice President, Communications
Phone: (212) 306-2000

Foundation contact: Maria Montes, Assistant to Chief Executive Officer
Phone: (212) 306-2164

Information year: 1987

Preferred charitable causes: Lincoln Center; Metropolitan Museum of Art; American Council of Life Insurance-HIAA Medical Research Fund

Total contributions: n/a

Arts & culture: Total contributions, 10%; largest contribution, \$5,000; number of contributions, 6; median contribution, \$1,500

Health & welfare: Total contributions, 45%; largest contribution, \$60,000; number of contributions, 12; median contribution, \$2,000

Education: Total contributions, 40%; largest contribution, \$25,000; number of contributions, 12; median contribution, \$10,000

Civic: Total contributions, 10%; largest contribution, \$1,750; number of contributions, 10; median contribution, \$1,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, sales locations

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: October
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, board list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Metropolitan Museum of Art, \$1,000; John F. Kennedy Center for the Performing Arts, \$1,000; Museum of Modern Art, \$1,000

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, management capability
- 2—Impact on local community, quality of applications, coordination with similar groups, artistic merit
- 3—Geographical location, size of audience, board of directors
- 4—Publicity value, support by other firms, support by foundations/government
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Richard Walker, Director, Marketing
Phone: (212) 306-2062

Hon Industries Inc.
414 East Third Street
Muscatine, IA 52761

Foundation/Trust:
Hon Industries Charitable Foundation

Corporate contact: Robert Carl, Secretary
Phone: (319) 264-7400

Information year: 1986

Preferred charitable causes: Education; local civic organizations; United Way

Total contributions: 1% of pretax earnings

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, contributors list

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, symphony/chamber orchestra, arts support is limited to the local area

Recent examples of arts contributions recipients: Affiliated Artists

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Support by other firms, coordination with similar groups, artistic merit
- 3—Publicity value, matching grants, board of directors
- 4—Size of audience
- 5—Support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported:
Exhibitions, music concerts, public TV/radio

Honeywell Inc.
Minneapolis, MN

Foundation/Trust:
Honeywell Foundation
P.O. Box 524
Minneapolis, MN 55440

Foundation contact: M. Patricia Hoven,
Director
Phone: (612) 870-6821.

Information year: FY ending December 1985

Total contributions: \$6,388,946

Arts & culture: Total contributions, \$537,280;
largest contribution, \$75,000

Health & welfare: Total contributions,
\$2,825,085; largest contribution, \$525,000;
number of contributions, 210

Education: Total contributions, \$3,026,581;
largest contribution, \$250,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 50%; plant
locations, 50%

**Top non-home office locations for
contributions:** Boston; Phoenix; Seattle;
Tampa/St. Petersburg; Denver

Non-home office contributions decisions:
Home office, Home and field offices jointly
Initial contact for non-home office request:
Field

Annual report on contributions: Yes

Best time to apply: Early in the year
Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

Weeks required for full review and decisions:
16

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera,
public television/radio (employee matching
gifts only)

**Recent examples of arts contributions
recipients:** Illusion Theater, \$7,500, education;
Boston Symphony Orchestra, \$1,000, youth
activities; Women's Theater Project, \$1,500;
Guthrie Theatre Foundation, \$40,000; Museum
of Science, \$2,000

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement
- 2—Matching grants
- 3—Publicity value, artistic merit, management
capability
- 4—Support by other firms
- 5—Support by foundations/government, size
of audience, quality of applications, gifts
from individuals, coordination with similar
groups, board of directors

**Hospital Corporation of
America
Nashville, TN**

**Foundation/Trust:
The HCA Foundation
One Park Plaza
P.O. Box 550
Nashville, TN 37202**

Foundation contact: Ida F. Cooney, Executive
Director
Phone: (615) 320-2165

Information year: FY ending December 1986

Contributions objectives: To improve the
environment in which the company does
business through a program of support for
nonprofit organizations in the fields of health,
education, civic affairs and the arts

Preferred charitable causes: United Way;
programs improving the quality of life in
Nashville; national health related programs

Total contributions: \$4,790,756 (total includes
both headquarters and HCA affiliates;
breakdown analysis applies only to
headquarters)

Arts & culture: Total contributions, \$375,260;
largest contribution, \$87,500

Health & welfare: Total contributions,
\$651,460; largest contribution, \$109,927

Education: Total contributions, \$882,299;
largest contribution, \$225,000

Civic: Total contributions, \$305,885; largest
contribution, \$150,000

Other: Total contributions, \$43,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, 35%; home office,
65%

Non-home office contributions decisions:
Home and field offices jointly, home office
makes decisions for national recipients
Initial contact for non-home office request:
Field—hospital administrators for local
requests

Annual report on contributions: Yes

Application deadline: December 1, March 1,
June 1, September 1

Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list, audited
statement, evaluation plan

Weeks required for full review and decisions:
Maximum 16

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Programs designed to bring the arts to wider
audiences, national cultural institutions, arts
education, public broadcasting

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** Nashville Symphony Association,
\$50,000, summer concerts in Centennial Park;
Nashville Institute for the Arts, \$50,000, arts
education program for teachers; Phillips
Collection (Washington, D.C.), \$2,500, general
support; National Humanities Center (Research
Triangle Park, NC), \$1,000, general support
for research; Affiliate Artists (New York),
\$11,600

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, technical assistance from company
personnel

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, size of audience, quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Board of directors
- 3—Employee involvement, publicity value, support by other firms, matching grants, gifts from individuals
- 4—Support by foundations/government

Houghton Mifflin Company One Beacon Street Boston, MA 02108

Corporate contact: Gary Smith, Chairman,
Contributions Committee
Phone: (617) 725-5000

Information year: 1986

Contributions objectives: We recognize that we share a social responsibility with federal, state, and local governments, nonprofit agencies, individuals, corporations, and foundations. The investments of time and money we make in society, like other capital investments, are essential to our continued prosperity.

Preferred charitable causes: United Way of Massachusetts Bay; education; culture and art

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: Chicago; Atlanta; Dallas; San Francisco; New York

Non-home office contributions decisions:
Initial contact for non-home office request: Home

Best time to apply: First quarter
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Advertising, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Museum of Fine Arts (Boston), Dance Works, DeCordova Museum, American Repertory Theater (Boston), Field Museum of Natural History (Chicago)

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 2—Geographical location, impact on local community, management capability
- 3—Employee involvement, publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising

Houston Lighting & Power Company **P.O. Box 1700** **Houston, TX 77001**

Corporate contact: Robert W. Gibbs, Jr.,
Assistant to the President
Phone: (713) 229-7131

Information year: FY ending December 1986

Preferred charitable causes: Health/human services; education; culture/community efforts

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 60%; office locations, 20%; plant locations, 20%

Top non-home office locations for contributions: Surrounding cities in service area

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Alley Theatre, Wortham Center, Houston Museum of Natural Science, Society for the Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community

2—Size of audience, artistic merit, management capability

3—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, coordination with similar groups, board of directors

5—Quality of applications, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Howell Corporation **1010 Lamar** **Suite 1800** **Houston, TX 77002**

Corporate contact: Steven K. Howell,
President
Phone: (713) 658-4000

Information year: FY ending December 1986

Preferred charitable causes: United Way;
Salvation Army

Total contributions: \$21,000

Arts & culture: Total contributions, \$300;
largest contribution, \$300; number of
contributions, 1

Health & welfare: Total contributions, \$7,200;
largest contribution, \$5,000; number of
contributions, 7; median contribution, \$1,030

Education: Total contributions, \$6,200; largest
contribution, \$3,000; number of contributions,
5; median contribution, \$1,240

Civic: Total contributions, \$5,800; largest
contribution, \$2,250; number of contributions,
5; median contribution, \$1,160

Other: Total contributions, \$750; largest
contribution, \$700; number of contributions, 4;
median contribution, \$440

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 70%; plant
locations, 30%

**Top non-home office locations for
contributions:** San Antonio; eastern Kentucky;
Detroit

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—president

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
board list, audited statement
Weeks required for full review and decisions:
6

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, opera

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, board of directors
- 2—Support by other firms
- 3—Employee involvement, size of audience,
gifts from individuals, management
capability
- 4—Artistic merit
- 5—Publicity value, matching grants, support
by foundations/government, quality of
applications, coordination with similar
groups

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Huffy Corporation
Dayton, OH

Foundation/Trust:
The Huffy Foundation, Inc.
P.O. Box 1204
Dayton, OH 45401

Foundation contact: R.R. Wieland, Secretary
Phone: (513) 866-6251

Information year: FY ending June 1986

Contributions objectives: To support
organizations that contribute to the well being
of the total social and public environment in
communities where employees live

Preferred charitable causes: United Way

Total contributions: \$220,593

Arts & culture: Total contributions, \$20,850; largest contribution, \$10,000; number of contributions, 13

Health & welfare: Total contributions, \$57,280; largest contribution, \$49,500 (United Way); number of contributions, 14

Education: Total contributions, \$43,613; largest contribution, \$9,000; number of contributions, 45

Civic: Total contributions, \$85,900; largest contribution, \$45,000; number of contributions, 30

Other: Total contributions, \$12,950; largest contribution, \$5,000; number of contributions, 12

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, regional

Top non-home office locations for contributions: Denver, CO; Milwaukee, WI; Celina, OH; Kent, WA

Non-home office contributions decisions: Home and field offices jointly, Huffy Foundation Trustees

Initial contact for non-home office request: Field—presidents of plant locations

Annual report on contributions: No
Annual report planned: No

Best time to apply: January and February
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Dayton Art Institute, \$2,000, operating expenses; Dayton Performing Arts Fund, \$3,500, operating expenses; Wright State University Arts Council, \$1,500, operating expenses; Dayton Museum of Natural History, \$500, operating expenses; Dayton Philharmonic Orchestra Association, \$10,000, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, special projects, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, management capability, board of directors
- 3—Support by other firms
- 4—Publicity value, support by foundations/government, quality of applications, artistic merit
- 5—Matching grants, gifts from individuals, coordination with similar groups

Hyster Company
P.O. Box 2902
Portland, OR 97208

Corporate contact: David Earnest, Manager of Public Relations
Phone: (503) 280-7000

Contributions objectives: To support local organizations

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: August-September

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, performing arts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Portland Arts Association, Oregon Museum Of Science and Industry, Oregon Opera Association, Portland Symphony Association, Oregon Contemporary Theatre

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, financial need
- 2—Quality of applications
- 3—Size of audience, gifts from individuals, coordination with similar groups
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, artistic merit, management capability, board of directors

IC Industries Incorporated **111 East Wacker Street** **Chicago, IL 60601**

Corporate contact: Harry A. Grove, Director of Advertising and Civic Affairs

Phone: (312) 565-3000

Information year: 1986

Total contributions: \$1,900,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations

Top non-home office locations for contributions: St. Louis; Boston; Cleveland, OH; Kalamazoo, MI

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—contributions officer

Annual report on contributions: No

Annual report planned: Yes; for 1988

Best time to apply: Third quarter

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement, background information

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Technical assistance provided: employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Chicago Art Institute, Chicago Symphony, Goodman Theater, Museum of Contemporary Art

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, matching grants, size of audience, artistic merit, management capability
- 3—Employee involvement, support by other firms, quality of applications, board of directors
- 4—Support by foundations/government, coordination with similar groups
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, public TV/radio

IDS Financial Services Inc.

IDS Tower

Minneapolis, MN 55474

Corporate contact: Donald St. Dennis, Director, Public Relations

Information year: 1985

Contributions objectives: IDS supports programs which improve and maintain communities where people can work productively and enjoy stimulating lives. Our corporate contributions program is a part of the American Express Foundation.

Preferred charitable causes: Education, training and employment; cultural heritage and the arts; health and social action, civic responsibility

Total contributions: \$1,342,032

Arts & culture: Total contributions, \$221,450

Health & welfare: Total contributions, \$112,500

Education: Total contributions, \$274,805

Civic: Total contributions, \$273,974 (includes community relations)

Other: Total contributions, \$459,303 (United Way and matching gifts)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—regional committee

Annual report on contributions: Yes

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, history of previous support from subsidiary or American Express Foundation

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, film/video, opera

Recent examples of arts contributions recipients: Guthrie Theater, Minnesota Orchestra, Minneapolis Society of Fine Arts, Art of the Eye, The Children's Theatre

Kinds of support normally considered: General operating expenses, special projects

ITT Corporation

320 Park Avenue
New York, NY 10022

Corporate contact: Joseph Santangelo,
Director, Public Affairs and Corporate
Relations
Phone: (212) 752-6000

Information year: FY ending December 1986

Preferred charitable causes: Education

Total contributions: \$3,000,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: International, 1%; national, home office

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early fall

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: New York City Opera, Metropolitan Museum of Art, Museum of the City of New York

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Employee involvement, artistic merit, management capability

3—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups

4—Publicity value, gifts from individuals

5—Board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, festivals

Awards received for arts support: Business Committee for the Arts, 1985

**Illinois Bell Telephone
Company**
225 West Randolph Street
Chicago, IL 60606

Corporate contact: John A. Koten, Vice
President, Corporate Communications
Phone: (312) 727-3022

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations, Illinois only

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—manager, community relations

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before October 1
Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
12.

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Chicago Symphony Orchestra
Association, Field Museum of Natural History,
DuSable Museum of Afro-American History,
Peoria Symphony Orchestra, Free Street
Theater

Kinds of support normally considered: General
operating expenses, capital projects, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Impact on local community
2—Geographical location, management
capability
4—Quality of applications
5—Employee involvement, board of directors

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Awards received for arts support: Business in
the Arts Award, 1986

**Illinois Tool Works
Chicago, IL**

Foundation/Trust:
Illinois Tool Works Foundation
8501 West Higgins
Chicago, IL 60631

Foundation contact: Stephen B. Smith,
Director
Phone: (312) 693-3040

Information year: 1986

Total contributions: \$1,198,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Lyric Opera, Orchestral Association, Chicago Public Television

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms
- 3—Size of audience, quality of applications, artistic merit, management capability, board of directors
- 4—Support by foundations/government
- 5—Publicity value, matching grants, gifts from individuals, coordination with similar groups

Indiana Bell Telephone Company **220 North Meridian** **Indianapolis, IN 46204**

Corporate contact: Donald L. Schroeder,
Division Manager, Public Relations
Phone: (317) 265-2595

Information year: 1987

Contributions objectives: To contribute 1% of pretax income to support education, economic development, the arts and United Way

Total contributions: \$1,655,000

Arts & culture: Total contributions, \$151,500

Health & welfare: Total contributions, \$478,087

Education: Total contributions, \$472,000

Civic: Total contributions, \$350,000

Other: Total contributions, \$202,500 (includes \$83,500 for youth)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 2-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Indianapolis Museum of Art, Indiana Repertory Theater, Indianapolis Symphony, Channel 20 (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community
- 2—Geographical location, management capability, board of directors
- 3—Employee involvement, publicity value, support by foundations/government, quality of applications, coordination with similar groups, artistic merit
- 4—Matching grants, size of audience, gifts from individuals
- 5—Support by other firms

Inland Steel Company
30 West Monroe Street
Chicago, IL 60603

Foundation/Trust:
Inland Steel-Ryerson Foundation
Inc.

Corporate contact: Earl S. Thompson,
Director, State and Regional Public Affairs
Phone: (312) 899-3421

Information year: FY ending December 1986

Preferred charitable causes: Food and shelter

Total contributions: \$2,708,590

Arts & culture: Total contributions, \$13,500;
largest contribution, \$6,000; number of
contributions, 3

Health & welfare: Total contributions,
\$50,500; largest contribution, \$15,000; number
of contributions, 11

Education: Total contributions, \$246,917;
largest contribution, \$23,000; number of
contributions, 31

Civic: Total contributions, \$20,000; largest
contribution, \$5,000; number of contributions,
12

Other: Total contributions, \$658,000 (federated
programs); largest contribution, \$300,000;
number of contributions, 33

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

**Top non-home office locations for
contributions:** northwest Indiana

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First three quarters

Written guidelines available: No

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
16

**Consider requests from organizations not
currently being supported:** No
Might again do so: 1990

ARTS SUPPORT

Recent examples of arts contributions
recipients: Art Institute, \$5,000; Newberry
Library, \$6,000; WTTW Channel 11, \$2,500

Insilco Corporation
1000 Research Parkway
Meriden, CT 06450

Foundation/Trust:
Insilco Foundation

Foundation contact: John McLendon,
Secretary of Insilco Foundation
Phone: (203) 634-2066

Information year: 1986

Total contributions: n/a

Arts & culture: number of contributions, 6

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, national, home office

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Long Wharf Theater, Neighborhood Music School, New Haven Symphony Orchestra, American Silver Museum

Kinds of support normally considered: General operating expenses, special projects, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Publicity value

3—Quality of applications, artistic merit

4—Matching grants, gifts from individuals, management capability, board of directors

5—Support by other firms, support by foundations/government, size of audience, coordination with similar groups

The Interlake Corporation Oak Brook, IL

Foundation/Trust:
Interlake Foundation
2015 Spring Road
Oak Brook, IL 60521

Corporate contact: H. Harry Henderson, Vice President, Marketing and Public Affairs
Phone: (312) 572-6609

Information year: 1986

Contributions objectives: To support organizations in communities where offices and plant locations are located

Preferred charitable causes: Education (National Merit Scholarships); health (Easter Seals); civic and social

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 88%; plant locations, 12%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: Early September

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, \$8,000, general support; WTTW (Chicago Public Television), \$5,000, membership; Lyric Opera of Chicago, \$7,000, challenge grant; Lincoln Park Zoo, \$6,000, general support; Field Museum of Natural History, \$10,000, capital campaign

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, brevity
- 2—Size of audience, quality of applications
- 3—Support by other firms, support by foundations/government, management capability
- 5—Employee involvement, publicity value, matching grants, gifts from individuals, coordination with similar groups, board of directors

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, all sponsorships based on individual review

IBM Corporation

Old Orchard Road

Armonk, NY 10504

Corporate contact: A.N. Scallon, Director,
Corporate Support Programs
Phone: (914) 697-7510

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, more than \$17,400,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—public relations director

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Museum of Modern Art; Brooklyn Museum, "Courbet Reconsidered" exhibition; John F. Kennedy Center for the Performing Arts; Lincoln Center; New York Public Library

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, artistic merit, management capability
- 2—Size of audience, quality of applications
- 3—Geographical location, impact on local community, support by other firms, support by foundations/government, coordination with similar groups, board of directors
- 4—Employee involvement, matching grants
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, advertising

Awards received for arts support: Business in the Arts Award

International Minerals & Chemical Corporation **2315 Sanders Road** **Northbrook, IL 60062**

Foundation/Trust: **IMC Foundation**

Corporate contact: Donald E. Tynan, Director, Public Responsibility and Executive Vice President, IMC Foundation
Phone: (312) 564-8600

Information year: 1986

Contributions objectives: To support charitable, scientific, educational and other activities designed to promote the welfare of mankind

Preferred charitable causes: Health and welfare; education; arts and culture

Total contributions: \$952,327

Arts & culture: Total contributions, \$154,353; largest contribution, \$7,032; number of contributions, 47

Health & welfare: Total contributions, \$393,150; largest contribution, \$50,600; number of contributions, 353

Education: Total contributions, \$278,177; largest contribution, \$30,000; number of contributions, 42

Civic: Total contributions, \$113,817; largest contribution, \$10,000; number of contributions, 93

Other: Total contributions, \$12,830; largest contribution, \$3,350

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 2%; plant locations, 57%; Chicago area, 41%

Top non-home office locations for contributions: Florida; Terre Haute, IN; Carlshad, NM; Sterlington, LA

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
1-7

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

Technical assistance provided: General
management

ARTS SUPPORT

Preferred arts organizations/activities:
Museums/libraries, music, art councils or funds

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, theater, symphony/chamber orchestra,
dance, opera

**Recent examples of arts contributions
recipients:** Terre Haute Symphony, \$7,000,
sponsor concerts; Museum of Contemporary
Art (Chicago), \$5,000, payment on \$25,000 5-
year pledge; WTTW, Chicago (Public
Television), \$5,000; Carlsbad City Spirit,
\$3,000; University of Chicago, Court Theatre,
\$1,500

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, technical assistance from
company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, employee
involvement
- 2—Impact on local community, matching
grants, support by foundations/government,
artistic merit, board of directors
- 3—Support by other firms, management
capability
- 4—Quality of applications, gifts from
individuals, coordination with similar
groups
- 5—Publicity value, size of audience

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported:
Exhibitions, music concerts, plays, festivals,
public TV/radio, advertising, memberships

Awards received for arts support: Chicago
Cultural Distinction Award, 1981

International Multifoods Corporation Multifoods Tower Box 2942 Minneapolis, MN 55402

Foundation/Trust: International Multifoods Charitable Foundation

Corporate contact: Nancy L. Sweet, Manager,
Community Affairs
Phone: (612) 340-3410

Information year: FY ending February 1986

Contributions objectives: To help ensure
strong communities and a good quality of life
for our employees and others

Preferred charitable causes: Education; health
and welfare; civic/arts and culture

Total contributions: \$684,018

Arts & culture: Total contributions, \$33,161;
largest contribution, \$7,225

Health & welfare: Total contributions, \$212,861; largest contribution, \$120,891

Education: Total contributions, \$263,772; largest contribution, \$75,000

Civic: Total contributions, \$42,610; largest contribution, \$10,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: Prior to September 15
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report statement of current objectives, priorities and a summary of accomplishments during the past two years

Weeks required for full review and decisions: Up to 12, corporate contributions committee meets quarterly and considers requests of \$1,000 or more

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Minnesota Society of Fine Arts, Guthrie Theater, Cricket Theatre, St. Paul Chamber Orchestra, Minnesota Orchestra

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience
- 2—Employee involvement, support by other firms, support by foundations/government, artistic merit, management capability, board of directors
- 3—Quality of applications, coordination with similar groups
- 4—Publicity value
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, public TV/radio

International Paper Company **New York, NY**

Foundation/Trust:
International Paper Company
Foundation
Two Manhattanville Road
Purchase, NY 10577

Foundation contact: Patricia Freda, Director of Contributions
Phone: (914) 397-1581

Information year: FY ending December 1986

Total contributions: \$1,596,000

Arts & culture: Total contributions, \$210,000

Health & welfare: Total contributions, \$51,000

Education: Total contributions, \$1,075,000

Civic: Total contributions, \$259,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Arkansas; New York; Louisiana

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement, brief summary

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: International Center of Photography

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, support by foundations/government, quality of applications, artistic merit
- 3—Publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups
- 4—Board of directors
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising

Awards received for arts support: Business Committee for the Arts Award

Iowa Resources Inc.
P.O. Box 657
Des Moines, IA 50303

Corporate contact: Keith Hartje, Corporate Secretary

Phone: (515) 281-2795

Information year: 1986

Total contributions: \$450,000

Arts & culture: Total contributions, 26%

Health & welfare: Total contributions, 43%

Education: Total contributions, 28%

Civic: Total contributions, 26%

Other: Total contributions, 1%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations, southeast and central Iowa

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Des Moines Metro Summer Festival of Opera, Friends of Iowa Public Broadcasting Network, Des Moines Ballet Association, Des Moines Art Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Support by other firms, matching grants, support by foundations/government
- 4—Publicity value

Iroquois Brands Ltd.
41 West Putnam Avenue
P.O. Box 2000
Greenwich, CT 06836

Corporate contact: Lisa Glatzhoffer,
Communications Coordinator

Information year: FY ending December 1986

Contributions objectives: To support organizations in the Greenwich area

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Top non-home office locations for contributions: New York City; Elizabeth, NJ; Newark, NJ

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

Technical assistance provided: Advertising

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists

Recent examples of arts contributions

recipients: WNET (Public Television), art associations, museums

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Matching grants
- 3—Employee involvement, publicity value, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 5—Support by other firms, support by foundations/government, size of audience, gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits

Irving Trust Company New York, NY

**Foundation/Trust:
Irving One Wall Street
Foundation, Inc.
One Wall Street
New York, NY 10015**

Foundation contact: George W. Cannon, Vice President

Phone: (212) 635-7195

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, \$62,500; largest contribution, \$13,000; number of contributions, 18

Health & welfare: Total contributions, \$252,000; largest contribution, \$215,000; number of contributions, 8

Education: Total contributions, \$143,301 (includes \$57,601 in matching gifts); largest contribution, \$20,000; number of contributions, 16

Civic: Total contributions, \$63,000; largest contribution, \$10,000; number of contributions, 17

Other: number of contributions, 59

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Best time to apply: September-October
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance, opera

Recent examples of arts contributions recipients: Lincoln Center, \$13,000; Metropolitan Opera Association, \$5,000; Metropolitan Museum of Art, \$4,000; Lower Manhattan Cultural Council, \$1,750; New York Shakespeare Festival, \$2,000

Kinds of support normally considered: General operating expenses

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Support by other firms, support by foundations/government, size of audience, artistic merit
- 3—Employee involvement, publicity value
- 5—Matching grants, gifts from individuals, coordination with similar groups

James River Corporation
P.O. Box 2218
Richmond, VA 23217

Corporate contact: Stephen H. Garnett,
Director of Public Affairs
Phone: (804) 649-4362

Information year: FY ending April 1987

Contributions objectives: To improve the quality of life for our employees and neighbors and to support local organizations which address critical social and educational concerns of James River communities

Total contributions: \$1,800,000

Arts & culture: Total contributions, 8.79%

Health & welfare: Total contributions, 25.10%

Education: Total contributions, 33.5%

Civic: Total contributions, 25.23%

Other: Total contributions, 7.38%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 15%; plant locations, 73%

Top non-home office locations for contributions: Norwalk, CT

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: September-October

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space, meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Richmond Symphony, Richmond Ballet, Richmond Federated Arts Council, Virginia Museum, Richmond Center for Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location

2—Quality of applications, artistic merit, management capability, board of directors

3—Impact on local community, employee involvement, coordination with similar groups

4—Publicity value, support by other firms, size of audience

5—Matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, festivals, advertising

Jantzen Inc.
P.O. Box 3001
411 North East 19th Avenue
Portland, OR 97208

Corporate contact: J.R. Titsworth, Human Resources and Administration
Phone: (503) 238-5014

Information year: 1985

Total contributions: \$92,341

Arts & culture: Total contributions, \$7,090; largest contribution, \$1,100; number of contributions, 12

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-February

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Oregon Museum of Science and Industry, Portland Art Association, Portland Civic Theatre, 1986 ARTQUAKE, Portland Youth Philharmonic

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, management capability
- 3—Publicity value, size of audience, quality of applications, artistic merit, board of directors
- 4—Support by foundations/government
- 5—Support by other firms, matching grants, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Jefferson National Life Insurance Company
1 Virginia Avenue
Indianapolis, IN 46204

Corporate contact: E. Kirk McKinney, Jr., Chairman

Phone: (317) 635-7676

Information year: FY ending December 1986

Total contributions: \$65,500

Arts & culture: Total contributions, \$18,600

Health & welfare: Total contributions, \$2,600

Education: Total contributions, \$11,700

Civic: Total contributions, \$6,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Indianapolis Museum of Art

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 3—Support by other firms, matching grants, support by foundations/government, size of audience
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Jersey Central Power & Light Company Madison at Punchbowl Morristown, NJ 07960

Corporate contact: R.C. Black, Manager, Contributions
Phone: (201) 455-8410

Information year: 1986

Total contributions: \$40,000

Civic: Total contributions, \$40,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, contributors list, audited statement

Weeks required for full review and decisions: 4

John Hancock Mutual Life P.O. Box 111 Boston, MA 02117

Corporate contact: James Young, Secretary to Director of Contributions Committee
Phone: (617) 421-6485

Information year: FY ending June 1986

Preferred charitable causes: Health and welfare; education

Total contributions: \$2,980,000

Arts & culture: Total contributions, \$242,000

Health & welfare: Total contributions, \$1,357,000; largest contribution, \$1,000,000 (United Way)

Education: Total contributions, \$400,000

Other: Total contributions, \$710,000 (includes matching gifts)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; office locations, 25%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions: 3-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, performance space, meeting space, donated materials

Technical assistance provided: Advertising, planning, accounting/fiscal management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: New England Foundation for the Arts, Boston Ballet, Boston Symphony Orchestra

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, matching grants, management capability, board of directors
- 2—Publicity value, quality of applications, coordination with similar groups
- 3—Support by other firms, support by foundations/government, size of audience, gifts from individuals, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, performance tours

Johnson Controls, Inc. Milwaukee, WI

Foundation/Trust:
Johnson Controls Foundation
P.O. Box 591
5757 North Green Bay Avenue
Milwaukee, WI 53201

Corporate contact: Florence Klatt, Secretary, Advisory Board

Phone: (414) 228-2219

Information year: 1986

Contributions objectives: The foundation is organized and directed to be operated for charitable purposes which include the distribution and application of financial support to soundly managed and operated organizations or causes which are fundamentally philanthropic, give service with broad scope and impact, and contribute to the general welfare.

Preferred charitable causes: Education; health and welfare/social services; art and culture

Total contributions: \$2,344,810

Arts & culture: Total contributions, \$683,397; largest contribution, \$250,000; number of contributions, 475 (includes employee matching gifts); median contribution, \$1,500

Health & welfare: Total contributions, \$114,500; largest contribution, \$50,000; number of contributions, 40; median contribution, \$1,000

Education: Total contributions, \$550,043; largest contribution, \$30,000; number of contributions, 576 (includes employee matching gifts); median contribution, \$3,000

Civic: Total contributions, \$80,850; largest contribution, \$15,000; number of contributions, 37; median contribution, \$1,000

Other: Total contributions, \$770,270 (includes United Way and Social Services)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Michigan; Indiana; Kentucky; Ohio; Texas

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Milwaukee Symphony, \$5,000; Wisconsin Conservatory of Music, \$1,000; WMVS (Public Television), \$20,000; United Performing Arts Fund, \$130,000; Arts and Humanities Council (Texarkana, AR), \$2,000

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement
- 2—Geographical location, impact on local community, artistic merit
- 3—Matching grants, management capability, board of directors
- 4—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups
- 5—Quality of applications

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, public TV/radio, tickets

Jostens, Inc. Minneapolis, MN

Foundation/Trust:
The Jostens Foundation, Inc.
5501 Norman Center Drive
Minneapolis, MN 55437

Foundation contact: Ellis F. Bullock, Jr.,
Executive Director
Phone: (612) 830-8429

Information year: FY ending June 1986

Contributions objectives: The foundation supports area nonprofit organizations and employee volunteerism programs which encourage the donation of time and skills to organizations and agencies which serve those communities. A high priority is placed on programs which benefit young people.

Total contributions: \$493,363

Arts & culture: Total contributions, \$62,700

Health & welfare: Total contributions, \$141,008

Education: Total contributions, \$115,355

Civic: Total contributions, \$95,300 (community affairs department)

Other: Total contributions, \$79,000 (capital commitments)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Top non-home office locations for contributions: California; Massachusetts; Kansas; Texas

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: Yes

Application deadline: February 28, April 30, June 30, August 31, October 31, December 31

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, program description

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services, volunteer program

ARTS SUPPORT

Contact: Julie L. Wanlund, Coordinator, Foundation

Kinds of arts organizations/activities

supported: Arts centers, arts councils/unity arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Young Audiences of Minnesota, Greater Twin Cities Youth Symphonies, The Playwright's Center, Minnesota Public Radio, Film in the Cities

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, coordination with similar groups, management capability, youth involvement
- 2—Geographical location, matching grants, support by foundations/government, artistic merit
- 3—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, board of directors

Justin Industries Incorporated

**2821 West Seventh Street
Fort Worth, TX 76101**

Corporate contact: Richard Savitz, Vice President, Finance

Phone: (817) 336-5125

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office, committee

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types, must be well-established
organizations

Recent examples of arts contributions
recipients: Fort Worth Arts Council, Dallas
Arts Council

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, size of
audience, quality of applications, artistic
merit, management capability, board of
directors
- 3—Employee involvement
- 4—Publicity value, coordination with similar
groups
- 5—Support by other firms, matching grants,
support by foundations/government, gifts
from individuals

Kaiser Aluminum and Chemical Corporation

300 Lakeside Drive
Oakland, CA 94643

Corporate contact: Richard B. Pool, Secretary,
Corporate Contributions and Memberships
Committee

Phone: (415) 271-3272

Information year: 1986

Preferred charitable causes: United Way

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: National, 10%; home office,
40%; plant locations, 50%

Top non-home office locations for
contributions: Washington; Louisiana; West
Virginia

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to September

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
6

Consider requests from organizations not
currently being supported: No

Might again do so: When we return to
profitability

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Community arts, museums,
performing arts, public TV/radio

Recent examples of arts contributions recipients: Oakland Museum Association, Oakland Symphony Orchestra Association, Black Filmmakers Hall of Fame, Spokane Symphony Orchestra

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 4—Size of audience, gifts from individuals, management capability, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, quality of applications, coordination with similar groups, artistic merit

Kaman Corporation

P.O. Box 1
Bloomfield, CT 06002

Corporate contact: Russell H. Jones, Assistant Vice President, Finance
Phone: (203) 243-6309

Information year: 1986

Preferred charitable causes: Services for the blind; United Way; education

Total contributions: \$208,722

Arts & culture: Total contributions, \$12,202; largest contribution, \$5,000; number of contributions, 7

Health & welfare: Total contributions, \$106,000; largest contribution, \$75,000; number of contributions, 12

Education: Total contributions, \$37,120; largest contribution, \$15,470; number of contributions, 19

Civic: Total contributions, \$53,400; largest contribution, \$12,100; number of contributions, 34

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: December

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: Maximum 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Greater Hartford Arts Council

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, publicity value, quality of applications, artistic merit, management capability, board of directors
- 3—Support by foundations/government, size of audience
- 4—Gifts from individuals, coordination with similar groups
- 5—Support by other firms, matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, public TV/radio, advertising

The Kendall Company
One Federal Street
Boston, MA 02110

Corporate contact: Robert W. Macleod,
Assistant to the President
Phone: (617) 574-7706

Information year: FY ending December 1986

Contributions objectives: To support health organizations in areas where the company is located and promote our higher education employee matching gifts program

Preferred charitable causes: United Way; local hospitals

Total contributions: \$234,000

Arts & culture: Total contributions, \$6,000; largest contribution, \$1,750; number of contributions, 5; median contribution, \$1,000

Health & welfare: Total contributions, \$117,000; largest contribution, \$35,000; number of contributions, 31; median contribution, \$2,000

Education: largest contribution, \$55,000; number of contributions, 512; median contribution, \$75

Civic: Total contributions, \$54,000; largest contribution, \$10,000; number of contributions, 21; median contribution, \$1500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 35%; plant locations, 50%; sales locations, 15%

Top non-home office locations for contributions: Bethune, SC; Athens, GA; Augusta, GA; Irvine, CA; Camden, SC

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space, performance space, donated company products/services

ARTS SUPPORT

Preferred arts organizations/activities: Museums, public television, orchestras

Kinds of arts organizations/activities supported: Museums, public TV/radio, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, size of audience, artistic merit, management capability
- 3—Employee involvement
- 4—Quality of applications, gifts from individuals, coordination with similar groups, board of directors
- 5—Publicity value, support by other firms, matching grants, support by foundations/government

Kennametal, Inc.
P.O. Box 231
Latrobe, PA 15650

Foundation/Trust:
The Kennametal Foundation

Corporate contact: Richard Gibson, Secretary
and Treasurer
Phone: (412) 539-5203

Information year: FY ending June 1986

Preferred charitable causes: Education;
Latrobe Area Community Chest

Total contributions: n/a

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
6

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Museums, public TV/radio,
symphony/chamber orchestra

Kinds of support normally considered:
Employee matching gifts

Kerr-McGee
P.O. Box 25861
Oklahoma City, OK 73125

Foundation/Trust:
Kerr-McGee Foundation, Inc.

Corporate contact: Martha Brady,
Administrator, Contributions
Phone: (405) 270-1313

Information year: FY ending December 1986

Contributions objectives: To support
organizations within the area of our
headquarters

Preferred charitable causes: Education

Total contributions: \$800,000 (does not include
\$2,500,000 in noncash donations)

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: By October
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list, audited
statement

Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials,
donated company products/services, land

Technical assistance provided: Accounting/
fiscal management

ARTS SUPPORT

Preferred arts organizations/activities: Allied
Arts Foundation

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** Oklahoma Symphony Society,
National Cowboy Hall of Fame, Center for
American Indian Red Earth, Allied Arts
Foundation

Kinds of support normally considered: Special
projects, in-kind goods/services, sponsorships
through advertising/PR, technical assistance
from company personnel

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Artistic merit, management capability,
board of directors
- 3—Employee involvement, support by other
firms, support by foundations/government,
size of audience, quality of applications
- 4—Publicity value, gifts from individuals
- 5—Matching grants, coordination with similar
groups

Sponsorships through Advertising/Public Relations

Contact: Bill Phillips, Manager, Advertising

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays,
performance tours, competitions, festivals,
public TV/radio, advertising, memberships,
gala benefits

Key Bank N.A. **60 State Street** **Albany, NY 12207**

Corporate contact: Nancy Herron, Vice
President, Public Relations
Phone: (518) 447-3464

Information year: FY ending December 1986

Preferred charitable causes: Medical; education

Total contributions: \$300,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, audited statement

Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

Technical assistance provided: Advertising,
marketing

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

Recent examples of arts contributions recipients: Capital Repertory Theater, \$7,000; Proctors Theater, \$4,000; Saratoga Performing Arts, \$1,250; Empire State Youth Orchestra, \$2,500; Albany Institute of History and Art, \$1,000

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government, management capability
- 2—Employee involvement, publicity value
- 3—Coordination with similar groups, artistic merit, board of directors
- 4—Support by other firms, matching grants, size of audience, quality of applications, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, plays, festivals, public TV/radio, memberships, gala benefits

Kohler Company
104 Orchard Street
Kohler, WI 53044

Foundation/Trust:
Kohler Foundation, Inc.

Corporate contact: Peter Fetterer, Public Affairs

Phone: (414) 457-4441 x7604

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: John Michael Kohler Arts Center, Milwaukee Public Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications
- 2—Artistic merit, management capability
- 3—Size of audience, coordination with similar groups
- 4—Publicity value, matching grants, support by foundations/government, board of directors
- 5—Support by other firms, gifts from individuals

**Kraft, Inc.
Kraft Court
Glenview, IL 60025**

**Foundation/Trust:
Kraft Foundation**

Corporate contact: Mardic MacKimm, Senior Vice President, Corporate Communications
Phone: (312) 998-2419

Information year: 1986

Contributions objectives: New guidelines are being prepared to reflect the interests of the Kraft Foundation. In the meantime, it is our practice to support organizations which are national in scope or serve those communities where our principal operations are located. Kraft invites nonprofit organizations to submit proposals that address ways to develop human potential. Innovative proposals for "self-help" programs that encourage and assist individuals to develop their own resources in order to improve their own futures are particularly welcome.

Preferred charitable causes: Nutrition and physical fitness; strengthening educational institutions; economic and community development

Total contributions: \$8,600,000

Arts & culture: Total contributions, 14%

Health & welfare: Total contributions, 29%

Education: Total contributions, 37%

Civic: Total contributions, 20%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: Late summer

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 5-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio

Recent examples of arts contributions recipients: National Corporate Fund for Dance, Lyric Opera of Chicago, Chicago Symphony, Goodman Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, artistic merit, management capability
- 3—Geographical location, support by other firms, size of audience
- 4—Employee involvement, publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, board of directors

**W.A. Krueger Company
7301 East Helm Drive
Scottsdale, AZ 85260**

Corporate contact: James D. Jung, Senior Vice President, Chief Financial Officer and Treasurer

Phone: (602) 948-5650

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, application form

Weeks required for full review and decisions:
1

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: The Theater for Arizona Future

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Geographical location, impact on local community

3—Support by foundations/government, artistic merit, management capability

4—Employee involvement, publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups, board of directors

5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

The LTV Corporation Dallas, TX

Foundation/Trust:
The LTV Foundation
P.O. Box 225003
Dallas, TX 75265

Foundation contact: Brent Berryman,
Executive Director
Phone: (214) 979-7726

Information year: FY ending December 1986

Contributions objectives: To support organizations in those communities in which the corporation and subsidiary employees live and work

Preferred charitable causes: United Way; education; community/civic

Total contributions: \$971,054

Arts & culture: Total contributions, \$58,575; largest contribution, \$10,000; number of contributions, 31; median contribution, \$1,889

Health & welfare: Total contributions, \$617,666; largest contribution, \$100,000; number of contributions, 175; median contribution, \$3,529

Education: Total contributions, \$183,330; largest contribution, \$76,100; number of contributions, 57; median contribution, \$3,216

Civic: Total contributions, \$111,483; largest contribution, \$33,333; number of contributions, 75; median contribution, \$1,486

Other: number of contributions, 338; median contribution, \$2,873

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 30%; office locations, 5%; plant locations, 55%; sales locations, 5%

Top non-home office locations for contributions: Cleveland, OH; Buffalo, NY; Pittsburgh, PA; Hammond, IN

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
IRS letter, board list
Weeks required for full review and decisions:
4-8

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Symphonies, museums, theater

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

**Recent examples of arts contributions
recipients:** Dallas Symphony Orchestra,
\$10,000, capital campaign and membership;
Cleveland Play House, \$15,000, capital
campaign; Cleveland Arts Museum, \$3,000,
capital pledge; Dallas Arts District Foundation,
\$3,000, general support membership; Buffalo
Philharmonic Orchestra, \$1,000, general
support

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, sponsorships through
advertising/PR, technical assistance from
company personnel

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Size of audience, artistic merit,
management capability
- 3—Impact on local community, employee
involvement, publicity value, support by
other firms, board of directors
- 5—Matching grants, support by foundations/
government, quality of applications, gifts
from individuals, coordination with similar
groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music
concerts, dance, plays, competitions, festivals,
public TV/radio, advertising, memberships,
gala benefits

Lake View Trust and Savings Bank

**3201 North Ashland Avenue
Chicago, IL 60657**

Corporate contact: Alice Wienski,
Administrative Assistant
Phone: (312) 525-2180

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, sales locations,
Chicago area

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: October
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Application form

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Management capability
- 3—Impact on local community, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups, artistic merit
- 4—Gifts from individuals
- 5—Publicity value, support by other firms, board of directors

The Lamson & Sessions Company

**2000 Bond Court
1300 East Ninth Street
Cleveland, OH 44114**

**Foundation/Trust:
The Lamson & Sessions
Foundation**

Corporate contact: Gene F. Budd, Vice President, Finance and Treasurer
Phone: (216) 464-3400

Information year: 1986

Total contributions: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: None

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, size of audience, quality of applications, artistic merit
- 3—Employee involvement, matching grants, support by foundations/government, gifts from individuals, management capability, board of directors
- 4—Publicity value, coordination with similar groups

Land O' Lakes Incorporated

**4001 Lexington Avenue
P.O. Box 116
Minneapolis, MN 55440**

Corporate contact: Bonnie Neuenfeldt, Community Relations Manager
Phone: (612) 481-2222

Information year: FY ending December 1987

Contributions objectives: To maintain good citizenship in the community

Preferred charitable causes: Human services; youth development; civic

Total contributions: \$400,000 (\$200,000 in food products)

Arts & culture: Total contributions, \$32,000

Health & welfare: Total contributions, \$45,000

Education: Total contributions, \$35,000

Civic: Total contributions, \$48,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Top non-home office locations for contributions: Des Moines, IA; Madison, WI

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—faculty manager

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Management assistance project

ARTS SUPPORT

Preferred arts organizations/activities: Art groups in St. Paul and Minnesota, rural touring programs

Kinds of arts organizations/activities

supported: Arts centers, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Art Midwest, \$7,000, touring performances

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Size of audience, management capability
- 3—Employee involvement, coordination with similar groups, board of directors
- 4—Publicity value, support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: \$30,000

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, public TV/radio

Lear Siegler, Inc. Santa Monica, CA

Foundation/Trust:
Lear Siegler Foundation
P.O. Box 2158
2850 Ocean Park Boulevard
Santa Monica, CA 90406

Foundation contact: April E. Kjar, Manager
Phone: (213) 452-5444

Information year: 1986

Total contributions: \$1,126,000

Arts & culture: Total contributions, \$170,000; largest contribution, \$10,000; number of contributions, 60

Health & welfare: Total contributions, \$300,000; largest contribution, \$10,000; number of contributions, 155

Education: Total contributions, \$395,000; largest contribution, \$12,500; number of contributions, 80

Civic: Total contributions, \$75,000; largest contribution, \$10,000; number of contributions, 50

Other: Total contributions, \$186,000; largest contribution, \$4,000; number of contributions, 39

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 50%; plant locations, 40%

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 10

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Michigan Performing Arts Center, Los Angeles Music Center, Pasadena Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community

2—Geographical location, employee involvement, size of audience, artistic merit, management capability

3—Board of directors

4—Matching grants, coordination with similar groups

5—Publicity value, support by other firms, support by foundations/government, quality of applications, gifts from individuals

Lever Brothers Company New York, NY

Foundation/Trust:

**Lever Brothers Company
Foundation**

390 Park Avenue

New York, NY 10022

Foundation contact: Humphrey Sullivan,
Director of Public Affairs
Phone: (212) 688-6000

Information year: 1986

Contributions objectives: To support nonprofit organizations in the fields of education, health and welfare, community improvement and arts

Total contributions: \$194,190

Arts & culture: Total contributions, \$27,100; largest contribution, \$3,000; number of contributions, 32; median contribution, \$500

Health & welfare: Total contributions, \$84,850; largest contribution, \$18,500; number of contributions, 39; median contribution, \$1,000

Education: Total contributions, \$55,740; largest contribution, \$8,000; number of contributions, 37; median contribution, \$1,000

Civic: Total contributions, \$26,000; largest contribution, \$15,000; number of contributions, 10; median contribution, \$1,000

Other: Total contributions, \$500; largest contribution, \$500; number of contributions, 1; median contribution, \$500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, plant locations

Top non-home office locations for contributions: Hammond, IN; St. Louis; Baltimore; Englewood and Edgewater, NJ; Chicago

Initial contact for non-home office request: Field—plant managers

Annual report on contributions: No

Annual report planned: No

Application deadline: December 31

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Complete budget, IRS letter, board list, contributors list, audited statement, Form 990

Weeks required for full review and decisions: Up to 8 weeks

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: New York Public Library, \$3,000, operating expenses; Brooklyn Museum, \$1,000, operating expenses; National Corporate Fund for Dance, \$2,500, operating expenses; Lake Area Arts Alliance (Hammond, IN), \$350, operating expenses; Baltimore Opera, \$250, operating expenses

Kinds of support normally considered: General operating expenses, employee matching gifts

The Liberty National Bank and Trust Company

P.O. Box 25848
100 North Broadway
Oklahoma City, OK 73125

Foundation/Trust:
Liberty Foundation, Inc.

Corporate contact: E. Claudine Long, Senior Vice President

Phone: (405) 231-6148

Information year: 1986

Total contributions: \$300,000

Arts & culture: Total contributions, \$60,000 (includes civic); largest contribution, \$22,000

Health & welfare: Total contributions, \$159,000; largest contribution, \$60,000

Education: Total contributions, \$78,000; largest contribution, \$20,000

Other: Total contributions, \$3,000; largest contribution, \$1,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 99%; outside Oklahoma City, 1%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: Within the calendar year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Requests received quarterly

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, marketing

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Allied Arts Foundation, \$22,000 (annually); Oklahoma Museum of Art; Oklahoma Arts Institute; Oklahoma Symphony; Oklahoma Arts Council

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, coordination with similar groups, management capability, board of directors
- 3—Publicity value, support by other firms, matching grants, size of audience, gifts from individuals, artistic merit
- 5—Support by foundations/government

Sponsorships through Advertising/Public Relations

Contact: Linda L. Moore, Vice President
Phone: (405) 231-6558

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, advertising, memberships, gala benefits

Awards received for arts support: Festival Run Trophy, 1985; Oklahoma Theatre Center-Distinguished Achievement Award, 1984

**Liberty National Bank &
Trust Company of Louisville**
P.O. Box 32500
Louisville, KY 40232

Foundation/Trust:
**Liberty National Bank & Trust
Company of Louisville
Charitable Trust**

Corporate contact: Ted R. Frith, Executive
Vice President, Marketing
Phone: (502) 566-2081

Information year: FY ending December 1986

Contributions objectives: To make the greatest impact within the scope of the agencies we support

Total contributions: \$400,000

Arts & culture: Total contributions, 17.8%; largest contribution, \$16,000; number of contributions, 20

Health & welfare: Total contributions, 27.9%

Education: Total contributions, 34.1%

Civic: Total contributions, 16.7%

Other: Total contributions, 3.5%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Application form

Weeks required for full review and decisions: 13

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, use of word processor

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/units arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Performing Arts Center, Greater Louisville Fund for the Arts, J. B. Speed Art Museum, Natural History Museum of Science, Actors Theatre

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, quality of applications, gifts from individuals, management capability, board of directors
- 3—Support by other firms, matching grants, coordination with similar groups
- 4—Support by foundations/government, artistic merit
- 5—Size of audience

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Eli Lilly and Company Indianapolis, IN

Foundation/Trust:

Eli Lilly and Company Foundation

**Lilly Corporate Center
Indianapolis, IN 46285**

Foundation contact: Carol Edgar, Secretary, Contributions Committee
Phone: (317) 276-5342

Information year: FY ending December 1986

Total contributions: \$2,595,404

Arts & culture: Total contributions, \$737,500; largest contribution, \$200,000; number of contributions, 37

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 29%; home office, 59%; plant locations, 11%; sales locations, 1%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: Early in calendar year
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera, zoological societies

Recent examples of arts contributions

recipients: Indianapolis Museum of Art, Indiana Repertory Theatre, Conner Prairie Pioneer Settlement, Indianapolis Symphony Orchestra, The Children's Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, management capability
- 2—Support by other firms, size of audience, quality of applications, artistic merit, board of directors
- 3—Employee involvement, matching grants, support by foundations/government, gifts from individuals
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

The Lincoln National Life Insurance Company
P.O. Box 1110
1300 South Clinton Street
Fort Wayne, IN 46801

Foundation/Trust:
The Lincoln National Life Foundation

Corporate contact: C. Suzanne Wornack,
Corporate Secretary
Phone: (219) 424-3271

Information year: 1986

Preferred charitable causes: Higher education; community service; arts and cultural

Total contributions: \$3,216,113

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: November-December
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, computer equipment

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management, interest-free loans

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Fort Wayne Fine Arts Foundation, Fort Wayne Historical Projects, Fort Wayne Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms, matching grants, size of audience
- 3—Employee involvement, quality of applications, coordination with similar groups, board of directors
- 4—Publicity value, gifts from individuals, artistic merit
- 5—Support by foundations/government

Lone Star Industries, Inc.
One Greenwich Place
P.O. Box 5050
Greenwich, CT 06830

Foundation/Trust:
Lone Star Foundation

Corporate contact: Michael London, Director,
Corporate Relations
Phone: (203) 661-3100

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 60%; home office, 20%; regional, 20%

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: September-October

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: Varies according to application

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Minnesota Orchestra Association, Bruce Museum (Greenwich, CT)

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Personal interest of Chairman**
- 2—Employee involvement, board of directors**
- 3—Publicity value, support by other firms, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability**
- 4—Support by foundations/government**
- 5—Geographical location, impact on local community, matching grants**

**Long Island Lighting
Company
Hicksville, NY**

**Foundation/Trust:
LILCO Charitable Trust
175 E. Old Country Road
Hicksville, New York 11801**

Foundation contact: Kenneth Hutcheson,
Secretary of Foundation
Phone: (516) 933-4590

Information year: FY ending December 1986

Contributions objectives: LILCO Charitable Trust's contributions are suspended indefinitely

Total contributions: none

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Prior to each October
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 8

**Lukens, Inc.
Coatesville, PA**

**Foundation/Trust:
The Lukens Foundation
50 South First Avenue
Coatesville, PA 19320**

Foundation contact: Charles L. Huston III,
Secretary-Administrator, Foundation
Phone: (215) 383-2158

Information year: 1986

Total contributions: \$121,200

Arts & culture: Total contributions, \$3,800; largest contribution, \$1,000; number of contributions, 5

Health & welfare: Total contributions, \$49,849; largest contribution, \$33,000; number of contributions, 23

Education: Total contributions, \$42,501; largest contribution, \$12,000; number of contributions, 13

Civic: Total contributions, \$15,050; largest contribution, \$5,000; number of contributions, 9

Other: Total contributions, \$10,000; largest contribution, \$2,000; number of contributions, 14

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: October
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Academy of Vocal Arts, Philadelphia Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, quality of applications, artistic merit, management capability, board of directors
- 3—Support by foundations/government, gifts from individuals
- 4—Matching grants, coordination with similar groups
- 5—Publicity value, size of audience

MBank Houston
P.O. Box 2629
910 Travis
Houston, TX 77252

Corporate contact: Sybil Thomas, Public Relations Officer
Phone: (713) 751-3847

Information year: 1986

Total contributions: \$447,123

Arts & culture: Total contributions, \$125,792; largest contribution, \$25,000; number of contributions, 33; median contribution, \$3,800

Health & welfare: Total contributions, \$218,901; largest contribution, \$8,000; number of contributions, 54; median contribution, \$4,000

Education: Total contributions, \$33,545; largest contribution, \$5,000; number of contributions, 20; median contribution, \$1,600

Civic: Total contributions, \$68,883; largest contribution, \$10,000; number of contributions, 31; median contribution, \$2,200

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 95%; southwest region, 5%

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before October
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Museum of Fine Arts, Houston Symphony Society, Houston Ballet, Museum of Natural Science, Business Arts Fund

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, board of directors
- 2—Employee involvement, matching grants, size of audience, coordination with similar groups, artistic merit, customers' requests
- 3—Publicity value, support by foundations/government, quality of applications, management capability
- 4—Support by other firms, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, festivals, memberships, gala benefits

MGIC Investment Corporation P.O. Box 488 MGIC Plaza Milwaukee, WI 53201

Corporate contact: John Ochotnicki, Vice President, Corporate Relations
Phone: (414) 347-6729

Information year: FY ending December 1986

Contributions objectives: To address the human care needs of the people of Milwaukee and its surrounding area

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 85%; plant locations, 15%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, general management, employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: United Performing Arts Fund, Milwaukee Florentine Opera, Milwaukee Ballet Company, Milwaukee Art Museum, Milwaukee Repertory Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Support by other firms, matching grants, support by foundations/government
- 4—Employee involvement, gifts from individuals
- 5—Publicity value

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, sponsorships are limited to local groups only

**R.H. Macy & Company Inc.
151 West 34th Street
New York, NY 10091**

Foundation contact: G.G. Michelson, Senior Vice President, Public Relations

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Annual report on contributions: No

Annual report planned: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center

Kinds of support normally considered: General operating expenses, special projects, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 2—Employee involvement, publicity value, quality of applications, artistic merit
- 3—Geographical location, impact on local community, size of audience, management capability, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals
- 5—Coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, festivals, public TV/radio, advertising

**Mallinckrodt, Inc.
St. Louis, MO**

**Foundation/Trust:
The Mallinckrodt Fund, Inc.
P.O. Box 5840
675 McDonnell Boulevard
St. Louis, MO 63134**

Foundation contact: Patricia F. Nicks, Director of Public Relations

Phone: (314) 895-2077

Information year: 1986

Total contributions: \$521,142

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 80%; plant locations, 20%

Non-home office contributions decisions: Home and field offices jointly

**Annual report on contributions: No
Annual report planned: No**

Best time to apply: March-June
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
3

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Missouri Botanical Garden, St. Louis Symphony

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Artistic merit, board of directors
- 3—Employee involvement, support by other firms, support by foundations/government, coordination with similar groups
- 5—Publicity value, matching grants, size of audience, quality of applications, gifts from individuals

Martin Marietta Corporation
6801 Rockledge Drive
Bethesda, MD 20817

Foundation/Trust:
Martin Marietta Corporation
Foundation

Corporate contact: Donna Price, Public Relations Assistant
Phone: (301) 897-6287

Information year: 1986

Contributions objectives: To support communities in which employees live

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, plant locations, 90%

Non-home office contributions decisions: Field office, Home and field offices jointly
Initial contact for non-home office request: Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: Spring-summer
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, background information

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by foundations/government
- 2—Quality of applications, management capability
- 3—Publicity value, support by other firms, size of audience, coordination with similar groups, artistic merit, board of directors
- 4—Matching grants
- 5—Gifts from individuals

Masonite Corporation
101 South Wacker Drive
Floor 36
Chicago, IL 60606

Corporate contact: Anthony Scalloni, Director
of Corporate Services
Phone: (312) 750-0900

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, where there is a strong employee presence

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Application deadline: June 30

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, background information and 5-year projections
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Chicago Symphony, Civic Opera, Museum of Science and Industry, Public Television

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, employee involvement

2—Geographical location, artistic merit, management capability, board of directors

3—Support by foundations/government

4—Support by other firms, size of audience, coordination with similar groups

5—Publicity value, matching grants, quality of applications, gifts from individuals

Mattel Inc.
Hawthorne, CA

Foundation/Trust:
Mattel Foundation
5150 Rosecrans Avenue
Hawthorne, CA 90250

Foundation contact: Deanna Xavier, Vice President and Administrative Director
Phone: (213) 978-5150

Information year: 1986

Contributions objectives: To support human care services for children

Total contributions: n/a

Arts & culture: Total contributions, none

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, southern California

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: January, April, July, September

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, form 990

Consider requests from organizations not currently being supported: Yes

McDermott Incorporated
P.O. Box 60035
New Orleans, LA 70160

Corporate contact: Phillip Miracle, Director of External Communications

Phone: (504) 587-5679

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Best time to apply: Quarterly

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: New Orleans Museum of Art, WYES (Public Television), New Orleans Symphony, New Orleans Ballet

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, publicity value
 - 2—Geographical location, size of audience, management capability
 - 3—Quality of applications, artistic merit
 - 4—Employee involvement, support by other firms
 - 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors
-

McDonald's Corporation
McDonald's Plaza
Oak Brook, IL 60521

Corporate contact: Rita Alborez-Posniak, Manager, Contributions

Phone: (312) 575-7418

Information year: 1986

Contributions objectives: McDonald's directs its contributions to national organizations with programs directly benefiting children in the areas of education, health, recreation, culture and special training for the disabled.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, national organizations, performing arts, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Lyric Opera of Chicago, Orchestra of Illinois, American Council for the Arts, DePaul University Goodman Theatre

Kinds of support normally considered: Special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)
2—Publicity value, support by other firms, matching grants, size of audience, quality of applications, artistic merit, management capability, board of directors

McGraw-Hill, Inc.
1221 Avenue of the Americas
New York, NY 10020

Foundation/Trust:
McGraw-Hill Foundation, Inc.

Corporate contact: Kathleen L. Leonard,
Administrator, Corporate Social Responsibility
Phone: (212) 512-6480

Information year: 1986

Preferred charitable causes: Education; literacy

Total contributions: \$2,060,929

Arts & culture: Total contributions, \$513,512 (includes \$254,262 in matching gifts); largest contribution, \$40,000; number of contributions, 1,567 (includes 1,513 matching gifts)

Health & welfare: Total contributions, \$307,825; largest contribution, \$135,000; number of contributions, 104 (includes 45 United Way campaigns)

Education: Total contributions, \$1,029,663 (includes \$634,976 in matching gifts); largest contribution, \$105,987; number of contributions, 1,785 (includes 1,727 matching gifts)

Civic: Total contributions, \$209,929; largest contribution, \$10,000; number of contributions, 86 (includes 41 employee volunteer grants)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, 80%; regional office areas with major employee concentrations, 20%

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: New York Public Library, Lincoln Center, The American Museum of Natural History, Chicago Museum of Science and Industry, National Symphony Orchestra Association of Washington, D.C.

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Artistic merit
- 2—Geographical location, impact on local community, employee involvement, publicity value, support by other firms, size of audience, management capability
- 3—Matching grants, support by foundations/government, quality of applications, coordination with similar groups, board of directors
- 4—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

McKesson Corporation
One Post Street
San Francisco, CA 94104

Foundation/Trust:
McKesson Foundation, Inc.

Foundation contact: Maria M. Argyris,
President
Phone: (415) 983-8673

Information year: FY ending March 1987

Contributions objectives: To support programs in McKesson communities which benefit youth and/or provide emergency services to families in crisis

Total contributions: \$1,350,000

Arts & culture Total contributions, \$150,000; largest contribution, \$20,000; number of contributions, 22

Health & welfare: Total contributions, \$325,000; largest contribution, \$15,000; number of contributions, 30

Education: Total contributions, \$225,000; largest contribution, \$20,000; number of contributions, 25

Other: Total contributions, \$600,000 (includes youth); largest contribution, \$40,000; number of contributions, 50

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home office, 60%; plant locations, 30%

Top non-home office locations for contributions: Southern California; Phoenix; Tampa, FL

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Organizations that have outreach programs to youth and seniors

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Young Audiences, \$10,000, free concerts for youth and their families; Academy of Sciences in Golden Gate Park, \$15,000, "Dance-in-the-Schools" Program; San Francisco Symphony, \$15,000, senior series; City Celebration, \$40,000

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by foundations/government, coordination with similar groups, artistic merit, management capability
- 3—Publicity value, support by other firms, size of audience, quality of applications, board of directors
- 5—Matching grants, gifts from individuals

Awards received for arts support: Business Committee for the Arts Award, 1985

Mead Corporation Courthouse Plaza NE Dayton, OH 45463

Foundation/Trust: The Mead Corporation Foundation

Corporate contact: Evelyn Stemen, Corporate Contributions Specialist

Phone: (513) 222-6323

Information year: FY ending December 1986

Preferred charitable causes: Health and human resources

Total contributions: \$2,500,000

Arts & culture: Total contributions, \$289,000

Health & welfare: Total contributions, \$1,102,000

Education: Total contributions, \$871,000

Civic: Total contributions, \$238,000

Other: Total contributions, \$8,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Escanaba; Chautaugua, OH; Lynchburg, VA; Atlanta

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 3

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, legal, marketing, general management, design services, technical assistance is limited

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Tampa Ballet, Dayton Performing Arts Fund, libraries, museums

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Geographical location, support by other firms, support by foundations/government, size of audience
- 5—Publicity value, matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, gala benefits

Awards received for arts support: Business Committee for the Arts Award

Medalist Industries Inc.
10218 North Port Washington
Road
Mequon, WI 53092

Corporate contact: Robert L. Van Dinter Sr.,
Vice President, Industrial Relations
Phone: (414) 241-8500

Information year: FY ending 1986

Preferred charitable causes: United Way;
Special Olympics; children's hospitals

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Field office

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Weeks required for full review and decisions:
immediately

Consider requests from organizations not currently being supported: Yes

Medtronic Incorporated
7000 Central Avenue
Minneapolis, MN 55432

Foundation/Trust:
Medtronic Foundation

Corporate contact: Jan Schwarz, Manager,
Community Relations and Foundation
Phone: (612) 574-3024

Information year: FY ending April 1986

Preferred charitable causes: Elderly and aging

Total contributions: \$885,864

Arts & culture: Total contributions, \$178,100;
largest contribution, \$30,000; number of
contributions, 18

Health & welfare: Total contributions,
\$501,225; largest contribution, \$242,775
(United Way); number of contributions, 35

Education: Total contributions, \$176,539;
largest contribution, \$12,000; number of
contributions, 24

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: Plant locations, 98%

Top non-home office locations for contributions: Minneapolis; Phoenix, AZ;
Haverhill, MA; Puerto Rico; Milaco, MN

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—plant manager

Annual report on contributions: Yes

Best time to apply: August-March

Written guidelines available: Yes

Preferred initial contact: Please write or call for specific guidelines

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, long range planning information and criteria for determining effectiveness

Weeks required for full review and decisions:
60 days if received between August and March

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated company products/services

Technical assistance provided: Accounting/fiscal management, general management

ARTS SUPPORT

Preferred arts organizations/activities:

Medtronic primarily supports arts groups in the Twin Cities area

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Film Series on Aging, \$4,000; St. Paul Chamber Orchestra, \$10,000, sponsor of 5 daytime concerts

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability, relation to the elderly
- 2—Publicity value, coordination with similar groups, artistic merit
- 3—Size of audience, board of directors
- 4—Employee involvement, support by other firms, support by foundations/government
- 5—Matching grants, quality of applications, gifts from individuals

Mellon Bank N.A.
Mellon Bank Center
Pittsburgh, PA 15258

Foundation/Trust:
Mellon Bank Foundation

Corporate contact: Sylvia Clark, Assistant Vice President

Phone: (412) 234-6266

Information year: FY ending December 1986

Contributions objectives: To serve the overall vitality of local communities with an emphasis on economic development, including employment and retraining initiatives, health and welfare, higher education, and cultural programs

Total contributions: \$3,802,321

Arts & culture: Total contributions, \$397,154

Health & welfare: Total contributions, \$1,567,341

Education: Total contributions, \$827,717

Civic: Total contributions, \$1,010,109

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No

Annual report planned: Yes

Best time to apply: Spring

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Carnegie Institute; Pittsburgh Symphony Society; Pittsburgh Public Theater; Delaware Art Museum, capital campaign; Pennsylvania Academy of Fine Arts, "Drawing Toward Building: Philadelphia Architectural Graphics 1732-1986" exhibition

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, publicity value, support by other firms, size of audience, coordination with similar groups, artistic merit, board of directors
- 3—Matching grants, support by foundations/government, gifts from individuals, management capability
- 4—Quality of applications

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Merck & Co., Inc.

P.O. Box 2000

Rahway, NJ 07065

Foundation/Trust:

The Merck Company Foundation

Foundation contact: Vernon B. Baker, Executive Vice President

Phone: (201) 574-4375

Information year: 1985

Total contributions: \$6,104,000

Arts & culture: Total contributions, \$178,600

Health & welfare: Total contributions, \$986,000

Education: Total contributions, \$3,924,000

Civic: Total contributions, \$142,400

Other: Total contributions, \$869,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 16

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Support by other firms, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Mercury Savings & Loan Association
7812 Edinger Avenue
Long Beach, CA 92647

Corporate contact: Muriel Greenberg, Vice President
Phone: (714) 842-9333

Information year: FY ending December 1986

Contributions objectives: To support local community groups

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: Before April and October

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, application form

Weeks required for full review and decisions: Decisions made in April and October

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Recent examples of arts contributions recipients: Performing Arts Center, Orange County Opera, Orange County Arts Center

Kinds of support normally considered: General operating expenses, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 5—Employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Meritor Financial Group
1212 Market Street
Philadelphia, PA 19107

Corporate contact: Antoinette M. Harris, Vice President, Community Affairs
Phone: (215) 636-6802

Information year: 1986

Total contributions: \$1,071,000

Arts & culture: Total contributions, \$72,350; largest contribution, \$5,000; number of contributions, 50; median contribution, \$1,400

Health & welfare: Total contributions, \$13,750; largest contribution, \$2,500; number of contributions, 10; median contribution, \$1,375

Education: Total contributions, \$71,950; largest contribution, \$10,000; number of contributions, 26; median contribution, \$2,300

Civic: Total contributions, \$210,721; largest contribution, \$131,800; number of contributions, 26; median contribution, \$1,000

Other: Total contributions, \$12,250 (includes social and recreational); largest contribution, \$10,000; number of contributions, 3; median contribution, \$4,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 89%; office locations, 11%; southeastern Pennsylvania

Top non-home office locations for contributions: Florida; Virginia; Indiana

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, organization summary

Weeks required for full review and decisions: 1-6 months depending on amount requested

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials

Technical assistance provided: Planning, accounting/fiscal management, legal, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Philadelphia Orchestra, Philadelphia Museum of Art, Pennsylvania Ballet, Opera Company of Philadelphia, Greater Philadelphia Cultural Alliance

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts, challenge grants

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, support by other firms, support by foundations/government, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Publicity value, matching grants, size of audience
- 4—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, public TV/radio, advertising, memberships, gala benefits

Metropolitan Life Insurance Company **New York, NY**

Foundation/Trust:
Metropolitan Life Foundation
One Madison Avenue
New York, NY 10010

Foundation contact: Sibyl Jacobson, President, Foundation

Phone: (212) 578-7049

Information year: 1986

Contributions objectives: Metropolitan Life Foundation was created for the purpose of supporting various scientific, educational, health and welfare, and civic and cultural organizations. The primary objective of the Foundation is to assist tax-exempt organizations through a program of financial support, particularly in the communities in which Metropolitan has a major presence. The Foundation continues a tradition of corporate contributions and community involvement begun and carried forward by Metropolitan since 1909.

Total contributions: \$10,485,557

Arts & culture: Total contributions, \$1,055,110; largest contribution, \$60,000; number of contributions, 248

Health & welfare: Total contributions, \$2,332,208; largest contribution, \$200,000; number of contributions, 227

Education: Total contributions, \$1,901,763; largest contribution, \$174,903; number of contributions, 122

Civic: Total contributions, \$1,048,109; largest contribution, \$100,000; number of contributions, 187

Other: Total contributions, \$4,148,367 (includes \$1,368,017, United Way; \$2,780,350, public broadcasting)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, sales locations, head office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 5-10

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Contact: Ed Jones, Program Associate
Phone: (212) 578-3194

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Affiliate Artists, National Corporate Fund for Dance, The Dramatists Guild's Young Playwrights Festival, Lincoln Center

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, artistic merit, management capability
- 2—Impact on local community, publicity value, support by foundations/government, size of audience, quality of applications, coordination with similar groups
- 3—Employee involvement, support by other firms
- 4—Board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Michigan Bell Telephone Company
444 Michigan Avenue
Detroit, MI 48226

Corporate contact: Alice Jinian, Staff Manager of Corporate Contributions
Phone: (313) 223-9900

Information year: 1986

Contributions objectives: To support organizations with programs that have merit in the state of Michigan

Preferred charitable causes: United Foundation in Detroit; United Way

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—manager of corporate affairs

Annual report on contributions: No

Annual report planned: No

Best time to apply: Beginning of year

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services, furniture

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Detroit Symphony Orchestra, Detroit Institute of the Arts, Michigan Opera Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Midland Company
Clopay Building
Cincinnati, OH 45202

Foundation/Trust:
Midland Company Foundation

Corporate contact: J.R. Labar, Vice President and Secretary

Phone: (513) 721-3777

Information year: 1986

Contributions objectives: To aid local educational institutions and medical research organizations

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Cincinnati Symphony, Cincinnati Fine Arts Fund

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, matching grants
- 3—Support by other firms, size of audience, quality of applications, management capability
- 4—Gifts from individuals
- 5—Publicity value, support by foundations/government, coordination with similar groups, artistic merit

**Midland Mutual Life
Insurance Company
250 East Broad Street
Columbus, OH 43215**

Corporate contact: Richard O. Bennett,
Secretary
Phone: (614) 228-2001

Information year: 1986

Total contributions: n/a

Health & welfare: number of contributions,
7

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-March

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
8

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts

Recent examples of arts contributions recipients: Columbus Symphony Orchestra, Ohio Theatre, Columbus Museum of Art, Ballet Metropolitan, Players Theater of Columbus

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, quality of applications
- 3—Gifts from individuals, board of directors
- 4—Employee involvement, publicity value, matching grants, support by foundations/government, size of audience
- 5—Support by other firms, coordination with similar groups

**Millipore Corporation
Bedford, MA**

**Foundation/Trust:
The Millipore Foundation
80 Ashby Road
Bedford, MA 01730**

Foundation contact: Charleen Johnson,
Executive Director
Phone: (617) 275-9200 x2210

Information year: FY ending September 1986

Contributions objectives: To promote good corporate citizenship, corporate recognition and employee participation

Preferred charitable causes: Education

Total contributions: \$250,493

Arts & culture: Total contributions, \$14,550

Health & welfare: Total contributions, \$26,000

Education: Total contributions, \$150,200

Civic: Total contributions, \$54,300

Other: Total contributions, \$5,443

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:

8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, public TV/radio

Recent examples of arts contributions recipients: New England Foundation for the Arts, local museums

Kinds of support normally considered:
Employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)
1—Employee involvement

**Minnesota Mutual Life
Insurance Company
400 North Robert Street
St. Paul, MN 55101**

**Foundation/Trust:
Minnesota Mutual Life
Charitable Trust**

Corporate contact: William J. Smith,
Community Relations Manager
Phone: (612) 298-3501

Information year: 1986

Contributions objectives: To enhance the quality of life in the community, making it a better, more attractive place in which to live, and to create a positive image by being among the more generous in the business community

Total contributions: \$451,708

Arts & culture: Total contributions, \$127,462; largest contribution, \$165,000 (over 6 years); number of contributions, 19

Health & welfare: Total contributions, \$186,883; largest contribution, \$127,000; number of contributions, 31

Education: Total contributions, \$123,863; largest contribution, \$150,000 (over 10 years); number of contributions, 22

Civic: Total contributions, \$13,500; largest contribution, \$2,000; number of contributions, 16

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 3%; state of Minnesota, 97%

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Application deadline: 1 month before contributions committee meetings in March, June, September, and December

Written guidelines available: Yes

Preferred initial contact: Phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, statement of purpose

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: United Arts Fund, Ordway Music Theatre, KTCA (Public Television), St. Paul Chamber Orchestra, Minneapolis Society of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, coordination with similar groups, management capability, board of directors, person making request
- 2—Support by other firms, size of audience, quality of applications, artistic merit
- 3—Publicity value, gifts from individuals
- 4—Matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Advertising

Awards received for arts support: Twin Cities Mayor's Art Award, 1982

Missouri Public Service Company

**10700 East 50 Highway
Kansas City, MO 64138**

Corporate contact: Judith Ness, Director, Public Affairs

Phone: (816) 737-9346

Information year: 1986

Contributions objectives: To assist organizations serving the community in which the company is located

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, Service territory (western Missouri)

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Summer to early fall
Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Nelson Gallery of Art, Kansas City Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Mitchell Energy and Development Corporation

P.O. Box 4000
Woodlands, TX 77380

Corporate contact: Minnie Adams, Corporate Vice President

Phone: (713) 363-5500

Information year: 1986

Preferred charitable causes: Education; health and welfare

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 90%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: After February 1
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Galveston Historical Foundation, Fine Arts Committee (Washington, D.C.), Houston Museum of Natural Science, Museum of Fine Art, Wortham Theatre

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors
- 2—Employee involvement, quality of applications, gifts from individuals, coordination with similar groups
- 3—Support by other firms, support by foundations/government, size of audience
- 4—Publicity value
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio

Mobil Oil Corporation **New York, NY**

Foundation/Trust:
Mobil Foundation, Inc.
150 East 42nd Street
New York, NY 10017

Corporate contact: Richard G. Mund,
Secretary and Executive Director, Foundation
Phone: (212) 883-2175

Information year: FY ending December 1986

Contributions objectives: To respond to the business needs of the corporation, primarily through gifts to educational institutions; to support social, health and cultural programs, with particular emphasis on communities in which Mobil employees live and work

Preferred charitable causes: Education, graphics, engineering; environment/toxicology; occupational health

Total contributions: \$17,886,664

Arts & culture: Total contributions, \$2,452,652

Health & welfare: Total contributions, \$1,299,408

Education: Total contributions, \$7,625,934

Civic: Total contributions, \$2,415,280

Other: Total contributions, \$4,093,410
(includes community funds)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Dallas; Falls Church, VA; Beaumont, TX; New Orleans

Non-home office contributions decisions: Board of Directors, Mobil Foundation

Initial contact for non-home office request: Field—public affairs

Annual report on contributions: Yes

Best time to apply: Early in calendar year
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Beaumont Art Museum (Texas), \$50,000, development fund; Fairfax County Symphony Orchestra (Virginia), \$10,000, sponsor special concert; Affiliate Artists, Inc., \$13,000, Artists-In-Residence programs; Seattle Art Museum, \$2,500, educational program for children; Powder River Arts Council (Wyoming), \$8,650, special performances

Kinds of support normally considered: Special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, artistic merit, management capability
- 2—Quality of applications
- 3—Employee involvement
- 4—Support by other firms, size of audience, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Contact: Sandra J. Ruch, Manager, Cultural Programs and Promotion
Phone: (212) 883-4787

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, public TV/radio, advertising

Awards received for arts support: Arts and Business Council, 1985; Business Committee for the Arts Award 1974-86

**Montgomery Ward & Company, Inc.
Chicago, IL**

Foundation/Trust:
Montgomery Ward Foundation
Montgomery Ward Plaza
8A
Chicago, IL 60671

Information year: 1986

Total contributions: \$1,091,851

Arts & culture: Total contributions, \$22,500; largest contribution, \$3,500; number of contributions, 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home and field offices jointly
Initial contact for non-home office request: Field—store manager or controller (United Way only)

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before September
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: Requests received quarterly

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: The Art Institute of Chicago, Chicago Symphony, Ravinia Festival, Chicago Lyric Opera

Kinds of support normally considered: General operating expenses, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, gifts from individuals
- 3—Size of audience, management capability
- 4—Employee involvement, quality of applications
- 5—Publicity value, support by other firms, support by foundations/government, coordination with similar groups, artistic merit, board of directors

Morrison-Knudsen Corporation
One Morrison-Knudsen Plaza
P.O. Box 73
Boise, ID 83707

Corporate contact: Vickie Sherman, Manager of Community Relations
Phone: (208) 345-5000

Information year: 1986

Contributions objectives: To benefit organizations that focus on education or are involved in the construction industry

Preferred charitable causes: Education; energy resources

Total contributions: \$500,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Top non-home office locations for contributions: Ohio; San Francisco; New York; Washington, D.C.

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—project manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: By October
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, contributors list

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials, donated company products/services

Technical assistance provided: Accounting/fiscal management, marketing, general management

ARTS SUPPORT

Preferred arts organizations/activities: Opera, symphony chamber orchestras, museums

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: American Festival Ballet, American Council for the Arts, Idaho Shakespearean Festival, Boise Gallery of Art

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, support by foundations/government, size of audience, quality of applications, coordination with similar groups, management capability
- 3—Geographical location, support by other firms, matching grants, artistic merit, board of directors
- 4—Publicity value
- 5—Employee involvement, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, festivals, public TV/radio, memberships, gala benefits

Motorola Inc. Schaumburg, IL

Foundation/Trust:
Motorola Foundation
1303 East Algonquin Road
Schaumburg, IL 60196

Foundation contact: Herta Nikolai,
Administrator
Phone: (312) 576-6200

Information year: 1986

Contributions objectives: To support the communities in which Motorola plants are located

Preferred charitable causes: Higher education; United Way; united fund drives

Total contributions: \$1,900,000

Arts & culture: Total contributions, 6%

Health & welfare: Total contributions, 30%

Education: Total contributions, 59%

Civic: Total contributions, 3.2%

Other: Total contributions, 1.8%

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Top non-home office locations for contributions: Chicago; Phoenix; Austin, TX; Fort Worth; Florida

Initial contact for non-home office request: Field—personnel department

Annual report on contributions: No

Annual report planned: No

Application deadline: October-November

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter, audited statement

Weeks required for full review and decisions: 4-5

Consider requests from organizations not currently being supported: No

Might again do so: 1988

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Chicago Symphony Orchestra, Grand Park Concert Association, Museum of Science Industries, The Lyric Opera in Chicago

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1--Geographical location, impact on local community, management capability
- 2--Board of directors
- 3--Matching grants, quality of applications, artistic merit
- 4--Employee involvement, publicity value, support by other firms, support by foundations/government, gifts from individuals, coordination with similar groups
- 5--Size of audience

Multimedia, Inc.
P.O. Box 1688
Greenville, SC 29602

Foundation/Trust:
Multimedia Foundation

Corporate contact: Donald J. Barhyte, Vice
Chairman and Treasurer
Phone: (803) 298-4367

Information year: FY ending December 1986

Total contributions: \$87,500

Health & welfare: Total contributions,
\$20,000; largest contribution, \$10,000; number
of contributions, 3; median contribution,
\$6,666

Education: Total contributions, \$50,000; largest
contribution, \$15,000; number of contributions,
7; median contribution, \$7,000

Civic: Total contributions, \$10,000; largest
contribution, \$10,000; number of contributions,
1

Other: Total contributions, \$7,500; largest
contribution, \$7,500; number of contributions,
1

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
IRS letter, application form, board list,
contributors list, audited statement

Weeks required for full review and decisions:
26

Consider requests from organizations not
currently being supported: No

Might again do so: 1990

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, museums, theater

Kinds of support normally considered: Capital
projects, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1--Geographical location, impact on local community
- 2--Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, management capability, board of directors
- 3--Publicity value, quality of applications
- 4--Gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public
Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Murphy Oil Corporation
200 Jefferson
El Dorado, TN 71730

Corporate contact: Dolores D. Tant,
Coordinator, Matching Gift Plan
Phone: (501) 862-6411

Information year: 1986

Contributions objectives: Organizations are supported through the company's employee matching gift plan

Total contributions: n/a

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: Gifts matched within calendar year

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio

Recent examples of arts contributions recipients: Arkansas Symphony, Arkansas Art Center

Kinds of support normally considered:
Employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)
1—Matching grants

**Mutual Benefit Life
Insurance Company
520 Broad Street
Newark, NJ 07101**

**Foundation/Trust:
Mutual Benefit Life Charitable
Trust**

Corporate contact: Marilyn M. Jones,
Community Relations Manager
Phone: (201) 481-8106

Information year: FY ending December 1986

Total contributions: \$858,300

Arts & culture: Total contributions, \$81,250; largest contribution, \$20,000; number of contributions, 21; median contribution, \$3,870

Health & welfare: Total contributions, \$406,950; largest contribution, \$230,000; number of contributions, 73

Education: Total contributions, \$157,750; largest contribution, \$30,000; number of contributions, 43

Civic: Total contributions, \$164,850; largest contribution, \$25,000; number of contributions, 38

Other: Total contributions, \$47,500; largest contribution, \$15,000; number of contributions, 7

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: Yes

Application deadline: August 1 for upcoming year

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 12 for upcoming fiscal year, 2-4 for consideration during the year prior to budget preparation

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, legal, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Theatre Of Universal Images (Newark, NJ), general support/Summer Theatre on Wheels; New Jersey Symphony, holiday concert for children; New Jersey Opera; Whole Theatre Company, workshops and performances at local elementary school

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, support by other firms, artistic merit, management capability, board of directors
- 2—Geographical location, employee involvement, matching grants, quality of applications, gifts from individuals, coordination with similar groups
- 3—Support by foundations/government
- 4—Size of audience
- 5—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising, gala benefits

NCNB Corporation

One NCNB Plaza
Charlotte, NC 28255

Corporate contact: Molly V. Philips, Director of Public Policy
Phone: (704) 374-8571

Information year: 1986

Total contributions: n/a

Arts & culture: Total contributions, 19%

Health & welfare: Total contributions, 31%

Education: Total contributions, 32%

Civic: Total contributions, 18%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, operating locations

Top non-home office locations for contributions: Greensboro, NC; Raleigh, NC; Columbia, SC; Tampa, FL; Miami

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Written, specific request

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list

Weeks required for full review and decisions: Quarterly review

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, programs to revitalize center cities

Recent examples of arts contributions recipients: Arts and Science Council

(Charlotte, NC), Mint Museum (Charlotte, NC), Museum of Fine Arts (Clearwater, FL), Tampa Bay Performing Arts Center, North Carolina Museum of Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Awards received for arts support: Governor's Business Award on the Arts and Humanities, 1985

NERCO Inc.
111 SW Columbia
Suite 800
Portland, OR 97201

Corporate contact: W.W. Lyons, Vice President
Phone: (503) 796-6676

Information year: FY ending December 1986

Contributions objectives: To support programs which enhance the cultural, educational, health, social and economic strength of institutions and individuals within the areas where NERCO has operations or interests

Total contributions: \$131,671

Arts & culture: Total contributions, \$15,145; largest contribution, \$4,500; number of contributions, 15

Health & welfare: Total contributions, \$79,661; largest contribution, \$64,000; number of contributions, 12

Education: Total contributions, \$33,825; largest contribution, \$4,000; number of contributions, 10

Civic: Total contributions, \$3,000; largest contribution, \$1,200; number of contributions, 8

Other: Total contributions, \$150; largest contribution, \$150; number of contributions, 1

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: Yes

Application deadline: n/a

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions: Up to 3 months since decisions made quarterly

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space

Technical assistance provided: Planning, marketing, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Oregon Symphony, \$4,500, general support/ticket purchase; Portland Opera, \$1,500, general support/fund raiser; Ballet Oregon, \$500, general support; Portland Youth Philharmonic, \$250, general support; Oregon School of Arts & Crafts, \$375, general support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, quality of applications, coordination with similar groups, board of directors
- 3—Publicity value, support by other firms, size of audience
- 4—Matching grants, support by foundations/government, gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits

NL Industries, Inc. New York, NY

Foundation/Trust:

The NL Industries Foundation,
Inc.

1230 Avenue of the Americas
New York, NY 10020

Foundation contact: R.W. Unwin, Jr.,
President

Phone: (212) 698-2372

Information year: 1986

Total contributions: \$949,000

Arts & culture: Total contributions, \$178,000

Health & welfare: Total contributions,
\$334,000

Education: Total contributions, \$357,000

Civic: Total contributions, \$80,000

Scope of information: Foundation only

Geographic areas encompassed by arts
contributions: National, home office, office
locations, plant locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No

Annual report planned: No

Best time to apply: By July

Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8-12

ARTS SUPPORT

Kinds of arts organizations/activities
supported: All types

Recent examples of arts contributions

recipients: Lincoln Center, Museum of Modern
Art, American Symphony Orchestra, National
Corporate Fund for Dance, WNET (Public
Television)

Kinds of support normally considered: General
operating expenses, capital projects, special
projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, size of audience,
management capability, board of directors,
audited statement
- 2—Impact on local community, publicity
value, support by other firms, support by
foundations/government, quality of
applications, artistic merit
- 3—Employee involvement, gifts from
individuals, coordination with similar
groups
- 5—Matching grants

Nalco Chemical Company Naperville, IL

**Foundation/Trust:
The Nalco Foundation
One Nalco Center
Naperville, IL 60566**

Foundation contact: Joanne C. Ford, President
Phone: (312) 961-9500

Information year: 1986

Contributions objectives: To help sustain and support organizations which promote worthwhile charitable, educational and cultural programs especially those in or near communities where Nalco maintains its principal offices and plants

Total contributions: \$1,466,118

Arts & culture: Total contributions, \$178,153; largest contribution, \$50,000; number of contributions, 22; median contribution, \$5,000

Health & welfare: Total contributions, \$352,700; largest contribution, \$25,000; number of contributions, 36; median contribution, \$10,000

Education: Total contributions, \$498,750; largest contribution, \$35,000; number of contributions, 64; median contribution, \$10,000

Civic: Total contributions, \$436,515; largest contribution, \$50,000; number of contributions, 92; median contribution, \$7,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 85%; plant locations, 5%; miscellaneous, 9%

Top non-home office locations for contributions: Sugar Land, TX; Jonesboro, GA; Paulsboro, NJ; Carson, CA; Garyville, LA

Non-home office contributions decisions: Foundation board

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Application deadline: October 1

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 16

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: WTTW (Public Television), Field Museum of Natural History, Museum of Science & Industry, Art Institute of Chicago

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, board of directors
- 2—Support by other firms, matching grants
- 3—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups
- 5—Publicity value

National Bank of Detroit
611 Woodward Avenue
Detroit, MI 48226

Foundation/Trust:
NBD Charitable Trust

Corporate contact: Dennis E. Kembel,
Assistant Vice President
Phone: (313) 225-2682

Information year: FY ending December 1986

Contributions objectives: To fund organizations that have as their goal the improvement of the metropolitan Detroit area, particularly those that work to improve the business climate

Preferred charitable causes: Health and human services; civic and community; education

Total contributions: \$1,617,321

Arts & culture: Total contributions, \$219,900; largest contribution, \$45,000; number of contributions, 32

Health & welfare: Total contributions, \$758,135; largest contribution, \$658,000; number of contributions, Approx. 100

Education: Total contributions, \$327,033; largest contribution, \$82,500; number of contributions, Approx. 50

Civic: Total contributions, \$287,720; largest contribution, \$80,000; number of contributions, Approx. 40

Other: Total contributions, \$24,533; largest contribution, \$5,000; number of contributions, Approx. 10

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 0.8%; home office, 99.2%

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, public TV/radio, visual arts/crafts, symphony/chamber orchestra

Recent examples of arts contributions recipients: Detroit Institute of Arts, Detroit Symphony, Detroit Zoo

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, management capability
- 3—Publicity value, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, board of directors
- 4—Matching grants
- 5—Gifts from individuals, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

National City Bank
P.O. Box 5756
Cleveland, OH 44101

Corporate contact: Dennis T. Brennan,
Assistant Vice President, Public Affairs
Phone: (216) 575-2995

Information year: 1986

Contributions objectives: To help improve the
quality of life in the communities we serve

Total contributions: \$1,057,972

Arts & culture: Total contributions, \$261,526

Health & welfare: Total contributions,
\$502,930 (includes human services)

Education: Total contributions, \$100,964

Civic: Total contributions, \$181,803

Other: Total contributions, \$10,749

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before November 10

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, museums, performing
arts, public TV/radio, theater, symphony/
chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Cleveland Orchestra, Cleveland
Museum of Art, Cleveland Ballet, Cleveland
Playhouse Square Foundation, Cleveland
Opera Company

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects,
sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Employee involvement, support by other
firms, size of audience, quality of
applications, artistic merit, management
capability, board of directors
- 3—Publicity value, support by foundations/
government
- 4—Matching grants, gifts from individuals,
coordination with similar groups

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, dance, performance tours, public
TV/radio

**National Distillers and
Chemical Corporation**
99 Park Avenue
New York, NY 10016

Corporate contact: Richard A. Tilghman,
Corporate Public Relations
Phone: (212) 949-5000

Contributions objectives: Although our contributions budget is presently frozen, we normally regard the economic development of communities where we have operating plants and divisional headquarters to be important and view our contributions to these communities as our first philanthropic responsibility.

Preferred charitable causes: Education; united funds; community chests

Total contributions: n/a

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field office, Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: Summer or early fall

Preferred initial contact: Query letter describing project, organizational fact sheet

Weeks required for full review and decisions: Contributions budget is prepared in December

Education: Total contributions, 40%

Civic: Total contributions, 10%

Other: Total contributions, 10%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, state of Vermont

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: Normally 2-3

Consider requests from organizations not currently being supported: Yes

National Life Insurance Company

National Life Drive
Montpelier, VT 05602

Foundation/Trust:
National Life Charitable Trust

Corporate contact: Jane Rob, Community Relations Associate
Phone: (802) 229-3333

Information year: FY ending December 1986

Contributions objectives: To enhance and better the local community

Preferred charitable causes: United Way

Total contributions: \$225,000

Arts & culture: Total contributions, 20%

Health & welfare: Total contributions, 20%

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: The Wood Art Gallery, Barre Opera House, Burlington's Flynn Theater, Vermont Symphony Orchestra, Vermont Opera Theatre

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Employee involvement, quality of applications, management capability
- 3—Size of audience, board of directors
- 4—Publicity value, support by other firms, support by foundations/government
- 5—Matching grants, gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

Nevada Power Company
P.O. Box 230
Las Vegas, NV 89151

Corporate contact: Keith Ashworth, Manager
of Community Affairs
Phone: (702) 385-5733

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, audited
statement

Weeks required for full review and decisions:
8-10

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, performing arts, public TV/
radio, theater, symphony/chamber orchestra,
dance, film/video

**Recent examples of arts contributions
recipients:** Public Radio, Allied Arts Council

Kinds of support normally considered: General
operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community, employee involvement
 - 2—Publicity value, size of audience, quality of applications
 - 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
-

The New England
501 Boylston Street
Boston, MA 02117

Corporate contact: Peggy Martinez,
Community Affairs Consultant
Phone: (617) 578-3706

Information year: 1986

Contributions objectives: To improve the
quality of life in our community; to encourage
and support interests and activities of
employees and directors; to strengthen
institutions which serve to benefit the
company and the industry; to preserve and
strengthen the principle of private support for
nonprofits and to live up to responsibilities of
a good corporate citizen

Preferred charitable causes: Education; youth
programs; job training

Total contributions: \$1,693,800

Arts & culture: Total contributions, \$99,100; largest contribution, \$25,000; number of contributions, 20; median contribution, \$2,000

Health & welfare: Total contributions, \$99,300; largest contribution, \$25,000; number of contributions, 16; median contribution, \$1,000

Education: Total contributions, \$325,160 (includes matching gifts to higher education); largest contribution, \$15,000; number of contributions, 19 (does not include matching gifts); median contribution, \$5,000

Civic: Total contributions, \$137,000; largest contribution, \$7,500; number of contributions, 37; median contribution, \$2,000

Other: Total contributions, \$71,750; largest contribution, \$5,000; number of contributions, 28; median contribution, \$2,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-April

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boston Ballet, Boston Symphony Orchestra, Wang Center

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Publicity value, support by other firms, quality of applications, coordination with similar groups
- 3—Matching grants, support by foundations/government, size of audience, gifts from individuals, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, festivals, advertising, memberships, gala benefits

New England Telephone
185 Franklin Street
Room 1601A
Boston, MA 02107

Corporate contact: Susan M. Flaherty,
Manager

Phone: (617) 743-4846

Information year: 1986

Preferred charitable causes: United Way; job training agencies; day care providers

Total contributions: \$3,554,773

Arts & culture: Total contributions, \$388,283; largest contribution, \$25,000; number of contributions, 168; median contribution, \$2,311

Health & welfare: Total contributions, \$1,838,115; largest contribution, \$25,000 (does not include United Way); number of contributions, 1,620; median contribution, \$1,134

Education: Total contributions, \$725,257; largest contribution, \$100,000; number of contributions, 234; median contribution, \$3,099

Civic: Total contributions, \$603,118; largest contribution, \$10,000; number of contributions, 248; median contribution, \$2,432

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: New England, 100%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—community relations manager

Annual report on contributions: Yes

Best time to apply: First half of year

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Boston Symphony Orchestra, \$20,000, operating expenses; Norman Rockwell Museum, \$20,000, capital campaign; Providence Public Library, \$25,000, capital campaign

Kinds of support normally considered: Capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, support by other firms, coordination with similar groups, management capability

2—Impact on local community, publicity value, support by foundations/government, artistic merit, board of directors

3—Employee involvement, size of audience, quality of applications, gifts from individuals

5—Matching grants

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Music concerts, dance, performance tours, memberships

New York Life Insurance Company New York, NY

Foundation/Trust:
New York Life Foundation
51 Madison Avenue
New York, NY 10010

Foundation contact: Carol J. Reuter, Executive Director

Information year: 1987

Contributions objectives: To support national and local nonprofit organizations

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by foundations/government, artistic merit
- 3—Support by other firms, size of audience, board of directors
- 4—Employee involvement, matching grants, quality of applications, coordination with similar groups
- 5—Publicity value, gifts from individuals

Newsweek, Inc.
444 Madison Avenue
New York, NY 10022

Corporate contact: Sally Baker, Director,
External Relations
Phone: (212) 350-4871

Information year: FY ending December 1986

Contributions objectives: To support organizations which are national in scope and provide benefits for Newsweek employees

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 15%

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—advertising director

Annual report on contributions: Yes
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter, board list

Weeks required for full review and decisions:
Requests reviewed quarterly

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Advertising

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Lincoln Center, National Corporate Theatre Fund, Circle in the Square, Whitney Museum, New York Public Theatre

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, publicity value, size of audience, artistic merit
- 2—Geographical location, management capability, board of directors
- 3—Support by other firms, quality of applications, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising, public service advertisements

Awards received for arts support: Encore Award, 1981

**The Northern Trust
Company**
50 South La Salle Street
Chicago, IL 60675

Foundation/Trust:
**The Northern Trust Company
Charitable Trust**

Corporate contact: Marjorie W. Lundy,
Community Affairs Officer
Phone: (312) 444-3538

Information year: 1985

Total contributions: \$899,224

Arts & culture: Total contributions, \$170,695

Health & welfare: Total contributions,
\$402,435 (includes \$270,000 to United Way/
Crusade of Mercy)

Education: Total contributions, \$225,259

Civic: Total contributions, \$100,325 (includes
community revitalization)

Other: Total contributions, \$510

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: Home office, subsidiary locations

Non-home office contributions decisions: Field
(up to \$5,000 total allocation per subsidiary
office), home and field jointly (if subsidiary
wants to exceed its allocation)

Annual report on contributions: Yes

Application deadline: n/a

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
est. 8

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, dance, opera

Recent examples of arts contributions
recipients: Art Institute, \$21,429; Newberry
Library, \$14,286; Music of the Baroque,
\$1,500; Lyric Opera, \$10,000; Field Museum
of Natural History, \$10,000

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, artistic merit
- 2—Employee involvement, size of audience,
management capability, board of directors
- 3—Support by other firms, support by
foundations/government, quality of
applications
- 4—Publicity value, matching grants,
coordination with similar groups
- 5—Gifts from individuals

**Northwestern Bell Telephone
Company, Inc.**
1314 Douglas on the Mall
Omaha, NE 68102

Foundation/Trust:
Northwestern Bell Foundation

Foundation contact: James W. Leuschen,
Executive Director

Phone: (402) 422-4242

Information year: 1986

Total contributions: \$3,955,290

Arts & culture: Total contributions, \$800,249

Health & welfare: Total contributions,
\$1,500,308

Education: Total contributions, \$991,741

Civic: Total contributions, \$557,799

Other: Total contributions, \$105,193

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, 15%; office
locations, 85%

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—state vice president and chief executive
officer

Annual report on contributions: Yes

Best time to apply: Prior to July of preceding
year

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
6

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, film/video, opera

**Recent examples of arts contributions
recipients:** United Arts Omaha, Guthrie
Theatre, Minnesota Orchestra, Des Moines Art
Center, Iowa Living History Farms

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, international cultural exchange,
employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by foundations/
government
- 2—Employee involvement, publicity value,
size of audience, management capability
- 3—Support by other firms, matching grants,
coordination with similar groups, artistic
merit, board of directors
- 4—Quality of applications, gifts from
individuals

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported:
Advertising

Awards received for arts support: Omaha
Magazine Corporate Award, 1981

Northwestern National Life Insurance Company
20 Washington Avenue South
Minneapolis, MN 55440

Foundation/Trust:
Northwestern National Life Insurance Company Charitable Contributions Trust

Corporate contact: David K. Cummings,
Second Vice President, Corporate Relations
Phone: (612) 372-5580

Information year: 1986

Preferred charitable causes: Emergency services for such basics as food, clothing and shelter

Total contributions: \$728,422

Arts & culture: Total contributions, \$82,950; largest contribution, \$20,000; number of contributions, 22

Health & welfare: Total contributions, \$221,300 (includes United Way); largest contribution, \$140,000; number of contributions, 47

Education: Total contributions, \$269,902; largest contribution, \$25,000; number of contributions, 44

Other: Total contributions, \$154,270; largest contribution, \$10,000; number of contributions, 83

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 70%; office locations, 30%

Top non-home office locations for contributions: Seattle, WA; Jericho, NY

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Best time to apply: Prior to August 1

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space

Technical assistance provided: Accounting/fiscal management, legal, general management, management assistance project

ARTS SUPPORT

Preferred arts organizations/activities: Arts contributions are limited to Twin Cities

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Tyrone Guthrie Endowment Fund, Minnesota Orchestra Association, Walker Art Center, Hennepin Center for the Arts, Minneapolis Society of Fine Arts

Kinds of support normally considered: General operating expenses, capital projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, management capability
- 3—Employee involvement, support by other firms, size of audience, coordination with similar groups, artistic merit, board of directors
- 5—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio

Norton Company Worcester, MA

Foundation/Trust:

**The Norton Company
Foundation**

**1 New Bond Street
Worcester, MA 01606**

Corporate contact: Deborah A. Kaufman,
Manager of Public Affairs
Phone: (617) 795-5000

Foundation contact: Janice C. Lindsay, Acting
Executive Director
Phone: (617) 795-5334

Information year: FY ending December 1985

Total contributions: \$1,500,000

Arts & culture: Total contributions, \$179,558

Health & welfare: Total contributions,
\$700,297 (includes human services)

Education: Total contributions, \$609,409

Civic: Total contributions, \$73,363

Other: Total contributions, \$155,606

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: The New England Foundation for the Arts, Worcester Art Museum, Mechanics Hall (Worcester)

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location
- 2—Impact on local community, employee involvement, support by other firms, matching grants, quality of applications, coordination with similar groups, artistic merit, management capability
- 3—Board of directors
- 4—Publicity value, size of audience
- 5—Support by foundations/government, gifts from individuals

Norwest Bank Minneapolis
7th and Marquette Avenue
Minneapolis, MN 55479

Corporate contact: John Doyle, Assistant Vice President

Phone: (612) 372-9000

Information year: 1986

Contributions objectives: To assist nonprofit, tax deductible organizations based in Minneapolis and to upgrade the quality of life in the Minneapolis communities

Total contributions: \$466,000

Arts & culture: Total contributions, \$75,500; largest contribution, \$75,000; number of contributions, 2; median contribution, \$75,000

Health & welfare: Total contributions, \$140,000; largest contribution, \$25,000; number of contributions, 11; median contribution, \$5,000

Education: Total contributions, \$145,500; largest contribution, \$38,000; number of contributions, 207; median contribution, \$10,000

Civic: Total contributions, \$92,000; largest contribution, \$20,000; number of contributions, 6; median contribution, \$15,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Minnesota Orchestra

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, quality of applications, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value, support by other firms, size of audience, gifts from individuals
- 4—Matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Norwest Corporation **Minneapolis, MN**

Foundation/Trust:
Norwest Foundation
1200 Peavey Building
Minneapolis, MN 55479

Foundation contact: David W. Cost, President and Treasurer

Phone: (612) 372-0990

Information year: 1985

Total contributions: \$4,312,992

Arts & culture: Total contributions, \$868,784; largest contribution, \$80,000

Health & welfare: Total contributions, \$1,888,288; largest contribution, \$585,000

Education: Total contributions, \$1,326,865; largest contribution, \$38,000

Civic: Total contributions, \$229,055; largest contribution, \$20,000

Other: Total contributions, \$2,500

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: Omaha, NE; Des Moines, IA; Sioux Falls, SD; Duluth, MN; Billings, MT

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—managing officer

Annual report on contributions: Yes

Best time to apply: Fall

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 5 months

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: General management

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Minnesota Orchestra, \$30,000, operating expenses; Guthrie Theatre, \$6,000, operating expenses; Walker Art Center, \$7,000, operating expenses; United Arts Fund, \$20,000, operating expenses

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Employee involvement, size of audience, board of directors, fiscal responsibility
- 3—Publicity value, gifts from individuals
- 5—Support by other firms, matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, plays, advertising

Noxell Corporation Hunt Valley, MD

Foundation/Trust:
The Noxell Foundation, Inc.
11050 York Road
Hunt Valley, MD 21030

Foundation contact: Robert W. Lindsay, Vice President and Secretary
Phone: (301) 785-4360

Information year: 1986

Total contributions: \$907,836

Arts & culture: Total contributions, \$393,900; largest contribution, \$250,000; number of contributions, 20; median contribution, \$10,000

Health & welfare: Total contributions, \$206,725; largest contribution, \$85,875; number of contributions, 26; median contribution, \$5,000

Education: Total contributions, \$194,171; largest contribution, \$100,000; number of contributions, 23; median contribution, \$10,000

Civic: Total contributions, \$82,800; largest contribution, \$20,000; number of contributions, 13; median contribution, \$5,000

Other: Total contributions, \$30,500; largest contribution, \$10,000; number of contributions, 12; median contribution, \$1,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: Quarterly

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Baltimore Symphony Orchestra, \$250,000, endowment; Center Stage, \$20,000, endowment; Baltimore Museum of Art

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Management capability, board of directors

3—Publicity value, size of audience, coordination with similar groups

4—Support by other firms, matching grants, quality of applications, gifts from individuals, artistic merit

5—Support by foundations/government

Nucor Corporation
4425 Randolph Road
Charlotte, NC 28211

Foundation/Trust:
Nucor Foundation

Corporate contact: Jim Coblin, Manager,
Personnel Services

Phone: (704) 366-7000

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 100%

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Numerica Savings Bank
1155 Elm St.
Manchester, NH 03105

Corporate contact: Karen Zuccla, Marketing Assistant

Phone: (603) 624-2424

Information year: 1986

Contributions objectives: To support the development of communities in which Numerica is located

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Annual report on contributions: No

Annual report planned: No

Best time to apply: October

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Space is donated only if an employee is on the board of directors of donee organization

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, film/video, opera

Recent examples of arts contributions recipients: New Hampshire Public Television; The Palace Theatre, development campaign; Federated Arts of Manchester

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, support by other firms, size of audience, quality of applications, artistic merit, management capability
- 5—Employee involvement, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, festivals, public TV/radio, advertising

Awards received for arts support: Business in the Arts Award, 1984

Oglebay Norton Company
Cleveland, OH

Foundation/Trust:
Oglebay Norton Foundation
1100 Superior Avenue
Cleveland, OH 44114

Foundation contact: Ken Fair, Secretary
Phone: (216) 861-3300

Information year: FY ending December 1986

Contributions objectives: Contributions are suspended as of December 1986 indefinitely.

Total contributions: \$208,000

Scope of information: Foundation only

**Old Stone Bank
Providence, RI**

**Foundation/Trust:
Old Stone Charitable Foundation
150 South Main Street
Providence, RI 02903**

Foundation contact: Kay H. Low, Coordinator,
Public Service Activities Committee
Phone: (401) 278-2213

Information year: FY ending December 1985

Contributions objectives: To provide financial support for those social, civic and cultural organizations and institutions that offer broad-based programs and services needed within our Rhode Island community

Total contributions: \$281,220

Arts & culture: Total contributions, \$24,683; largest contribution, \$5,000; number of contributions, 10

Health & welfare: Total contributions, \$45,300 (includes social service); largest contribution, \$10,000; number of contributions, 12

Education: Total contributions, \$48,638; largest contribution, \$25,000; number of contributions, 7

Civic: Total contributions, \$15,599; largest contribution, \$10,099; number of contributions, 3

Other: Total contributions, \$147,000 (United Way)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, personal visit, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Recent examples of arts contributions recipients: Providence Performing Arts Center, \$5,000, annual support/special purpose; Rhode Island Historical Society, \$5,000, capital support; Trinity Square Theatre, \$4,100, capital/annual support; Rhode Island Philharmonic Orchestra, \$5,000, annual support; Rhode Island Arts Fund, \$1,500, annual support

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
 - 2—Coordination with similar groups, board of directors
-
-

**Olin Corporation
120 Long Ridge Road
Stamford, CT 06904**

**Foundation/Trust:
Olin Corporation Charitable
Trust**

Corporate contact: Carmella Piacentini,
Administrator
Phone: (203) 356-3301

Information year: 1986

Preferred charitable causes: Education; programs in manufacturing facility locations; environmental support and studies

Total contributions: \$1,500,000

Arts & culture: Total contributions, 4.75%

Health & welfare: Total contributions, 30.8%

Education: Total contributions, 40.6%

Civic: Total contributions, 13%

Other: Total contributions, 10.9%

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Top non-home office locations for contributions: East Alton, IL; Lake Charles, LA; Lake City, MO; South Charleston, WV; Redmond, WA

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space

Technical assistance provided: Planning, accounting/fiscal management, legal, marketing, general management

ARTS SUPPORT

Preferred arts organizations/activities: Symphony, opera, theater

Kinds of arts organizations/activities

supported: Arts centers, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: North Carolina School of the Arts, American Museum of Natural History, Art and Education Council of Greater St. Louis, Mobile Opera Guild, Stamford Symphony

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit
- 2—Size of audience
- 3—Publicity value, support by other firms, management capability
- 4—Coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals, board of directors

Omark Industries, Inc.
5550 SW MacAdam Road
Portland, OR 97201

Corporate contact: Penny Beck, Assistant Corporate Secretary
Phone: (503) 796-1400

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—public relations director

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
IRS letter, board list, contributors list, audited
statement

Weeks required for full review and decisions:
6-10

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials,
donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, theater, symphony/chamber
orchestra, dance, opera

Recent examples of arts contributions
recipients: Business Committee for the Arts,
Oregon Shakespeare Festival, Oregon
Symphony, Portland Civic Theater

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects, in-
kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, employee involvement
- 2—Size of audience, quality of applications,
artistic merit, management capability
- 3—Matching grants
- 4—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals, coordination with similar
groups, board of directors

Otter Tail Power Company

215 South Cascade Street

Fergus Falls, MN 56537

Corporate contact: John MacFarlane, President
and Chief Executive Officer

Phone: (218) 739-8200

Information year: 1985

Total contributions: \$87,483

Arts & culture: Total contributions, \$3,755;
largest contribution, \$2,113

Health & welfare: Total contributions,
\$19,232; largest contribution, \$5,400

Education: Total contributions, \$41,313; largest
contribution, \$6,000

Civic: Total contributions, \$23,183; largest
contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: Home office, field offices

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—division manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
1-4

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space

ARTS SUPPORT

Preferred arts organizations/activities: Arts
groups located in company's service area

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Red River Valley Heritage Society, Otter Tail County Historical Society, Cross Ranch Project, Prairie Public Television, Fergus Falls Community College Theater

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, management capability, board of directors
- 3—Publicity value, matching grants, support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups
- 4—Size of audience, artistic merit

PNC Financial Corp
681 Andersen Drive
Pittsburgh, PA 15265

Foundation/Trust:
Pittsburgh National Bank
Foundation
Fifth Avenue at Wood Street
Pittsburgh, PA 15265

Foundation contact: Marlyn Carley, Secretary,
Distribution Committee
Phone: (412) 928-5758

Information year: FY ending December 1986

Contributions objectives: To support the local community

Preferred charitable causes: United Way

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations, Allegheny County, PA

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Pittsburgh Society of Artists, Amateur Artists Association of Pittsburgh, Bedford Springs Center for the Performing Arts, Pittsburgh Center for the Arts

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, quality of applications, artistic merit, management capability
- 3—Publicity value, support by other firms, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 4—Matching grants, support by foundations/government

PPG Industries, Inc.
Pittsburgh, PA

Foundation/Trust:
PPG Industries Foundation
One PPG Place
Pittsburgh, PA 15272

Foundation contact: Roslyn Rosenblatt,
Executive Director
Phone: (412) 434-2961

Information year: 1986

Preferred charitable causes: Human services;
education

Total contributions: \$4,377,410

Arts & culture: Total contributions, \$366,805;
largest contribution, \$50,000; number of
contributions, 141

Health & welfare: Total contributions,
\$1,765,025; largest contribution, \$25,000;
number of contributions, 549

Education: Total contributions, \$1,287,844;
largest contribution, \$100,000; number of
contributions, 234

Civic: Total contributions, \$458,270; largest
contribution, \$42,750; number of contributions,
145

Other: Total contributions, \$470,165 (matching
gifts); number of contributions, 2,905

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

**Top non-home office locations for
contributions:** Pennsylvania; Illinois; Ohio; New
York; Maryland

Initial contact for non-home office request:
Field—local plant manager

Annual report on contributions: Yes

Best time to apply: July
Written guidelines available: Yes

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list

Weeks required for full review and decisions:
10-14

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, matching grants, coordination
with similar groups
- 2—Quality of applications, artistic merit,
management capability, board of directors
- 3—Employee involvement, size of audience
- 4—Publicity value, support by other firms
- 5—Support by foundations/government, gifts
from individuals

PACCAR Inc
P.O. Box 1518
Bellevue, WA 98009

Foundation/Trust:
PACCAR Foundation

Foundation contact: E.A. Carpenter, Vice
President and Treasurer, Foundation
Phone: (206) 455-7522

Information year: 1986

Total contributions: n/a

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds

Recent examples of arts contributions recipients: Corporate Council for the Arts (Seattle)

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, management capability, board of directors
- 2—Support by other firms, support by foundations/government, size of audience, coordination with similar groups
- 3—Employee involvement, artistic merit
- 4—Publicity value, matching grants, gifts from individuals

Pacific Mutual Life Insurance Company
700 Newport Center Drive
Newport Beach, CA 92660

Foundation/Trust:
Pacific Mutual Foundation

Corporate contact: Robert C. Haskell,
President, Foundation and Director of
Corporate and Public Affairs
Phone: (714) 640-3014

Information year: FY ending 1986

Total contributions: n/a

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, office locations, Southern California

Non-home office contributions decisions:
Home office

Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Application deadline: September 15

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Orange County Performing Arts Center, Sherman Library and Gardens, Newport Harbor Art Museum, Pacific Chorale

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, publicity value, management capability
- 2—Geographical location, employee involvement, support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Matching grants, gifts from individuals
- 4—Support by foundations/government

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported:
Advertising, memberships, gala benefits

Awards received for arts support: Business Committee for the Arts Award, 1984, 1985

**Pacific Northwest Bell
Telephone Company
1600 Bell Plaza—Seventh
Avenue
Room 3203
Seattle, WA 98191**

Corporate contact: S.J. Prater, Manager,
Community Support
Phone: (206) 345-5500

Information year: 1986

Total contributions: \$5,473,370

Arts & culture: Total contributions,
\$1,069,960; largest contribution, \$100,000

Health & welfare: Total contributions,
\$1,894,169; largest contribution, \$500,000

Education: Total contributions, \$1,027,529;
largest contribution, \$75,000

Civic: Total contributions, \$1,087,884; largest
contribution, \$30,000

Other: Total contributions, \$393,828

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations,
plant locations, sales locations

**Top non-home office locations for
contributions:** Portland, OR; Spokane, WA;
Tacoma, WA; Eugene, OR; Olympia, WA

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—field manager

Annual report on contributions: Yes
Annual report planned: Yes; for 1987

Best time to apply: September
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
6-12

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition
space, meeting space

Technical assistance provided: General
management

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/unity
arts funds, community arts, museums,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, opera

**Recent examples of arts contributions
recipients:** Pacific Science Center, \$26,000,
operating expenses; Seattle Art Museum,
\$250,000, capital campaign; Pacific Northwest
Ballet, \$40,000, sponsoring of Swan Lake;
Oregon Shakespearean Festival, \$40,000;
Corporate Council for the Arts (Seattle),
\$82,500

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, support by foundations/government, coordination with similar groups
- 2—Impact on local community, employee involvement, publicity value, quality of applications, artistic merit, management capability, board of directors
- 3—Support by other firms, matching grants, size of audience, financial responsibility
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, festivals, public TV/radio, gala benefits

Pacific Telesis Group **San Francisco, CA**

Foundation/Trust:
Pacific Telesis Foundation
140 New Montgomery
Room 1723
San Francisco, CA 94105

Foundation contact: Susan P. Diekman,
Executive Director
Phone: (415) 882-8459

Information year: FY ending December 1986

Contributions objectives: To provide targeted support to nonprofit organizations that improve the vitality of life in communities served by the corporation

Preferred charitable causes: Higher education and programs at all levels that ensure equity and access for minorities, women and disadvantaged individuals to pursue math, engineering and science fields; United Way as the primary vehicle to support human service needs of the community at large; arts organizations with broad regional impact and an emphasis on outreach to non-traditional audiences

Total contributions: \$5,102,909

Arts & culture: Total contributions, \$793,180; largest contribution, \$50,000; number of contributions, 48; median contribution, \$16,500

Health & welfare: Total contributions, \$2,188,687; largest contribution, \$709,850; number of contributions, 75; median contribution, \$29,000

Education: Total contributions, \$1,559,042; largest contribution, \$77,000; number of contributions, 351; median contribution, \$4,500

Civic: Total contributions, \$793,180; largest contribution, \$100,000; number of contributions, 64; median contribution, \$12,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, California-Nevada, 90%

Top non-home office locations for contributions: Washington, D.C.

Non-home office contributions decisions:
Foundation staff and board of directors

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities:

Programs that reach out to special audiences who don't ordinarily have easy access to the arts, programs that promote the unique artistic traditions and expressions of different cultures, programs that offer statewide, national or international exposure

Kinds of arts organizations/activities

supported: Museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: San Francisco Museum of Modern Art, \$25,000, sponsor the museum's school outreach/return coupon program; San Francisco Symphony, \$25,000, sponsor senior citizen discount subscription program; Mexican Museum (San Francisco), \$25,000, sponsor California tour of contemporary Hispanic art; Brooklyn Academy of Music, \$35,000, sponsor Pasadena performances of the Central Ballet of China.; National Gallery of Art (Washington, D.C.), \$50,000, sponsor Goya exhibit

Kinds of support normally considered: Special projects, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, publicity value, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Support by foundations/government, coordination with similar groups
- 3—Support by other firms
- 5—Matching grants, gifts from individuals

Penn Central Corporation

500 West Putnam Avenue
Greenwich, CT 06836

Corporate contact: David Street, Vice President of Finance

Information year: 1986

Preferred charitable causes: United Way; American Diabetes Foundation; American Cancer Society

Total contributions: \$400,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, tri-state area

Top non-home office locations for contributions: Pennsylvania; New York; New Jersey

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—director of public affairs

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Museums, orchestras, opera companies

Kinds of support normally considered: General operating expenses, endowment campaigns, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Management capability, board of directors
- 3—Publicity value, support by other firms, matching grants, size of audience, quality of applications, artistic merit
- 4—Support by foundations/government, gifts from individuals, coordination with similar groups

J.C. Penney Company, Inc.

1301 Avenue of the Americas
New York, NY 10019

Corporate contact: Elizabeth Costas, Manager, Corporate Contributions

Phone: (212) 957-5967

Information year: 1986

Total contributions: \$12,847,000

Arts & culture: Total contributions, \$727,000

Health & welfare: Total contributions, \$6,500,000

Education: Total contributions, \$1,850,000

Civic: Total contributions, \$1,780,000

Other: Total contributions, \$2,005,000

Scope of information: Corporation only

Geographic areas encompassed by arts

contributions: National, 25%; retail locations, 75%

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 16

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Lincoln Center, National Corporate Fund for Dance, Business Committee for the Arts, Museum of Modern Art

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 2—Impact on local community, support by other firms, size of audience, coordination with similar groups, artistic merit, management capability
- 3—Geographical location, employee involvement, publicity value, quality of applications, board of directors
- 4—Matching grants
- 5—Support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, arts sponsorships are considered on an individual basis only

Awards received for arts support: Business in the Arts Award, 1982

**Pennsylvania Manufacturers Association Insurance Company
Philadelphia, PA**

Foundation/Trust:
Pennsylvania Manufacturers Association Foundation
925 Chestnut Street
Philadelphia, PA 19107

Corporate contact: Dave Johnson, Vice President and Secretary
Phone: (215) 629-5000

Information year: FY ending December 1986

Preferred charitable causes: United Way; Boy Scouts; Walnut Street Theatre

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, city of Philadelphia, state of Pennsylvania

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: No

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Philadelphia Orchestra, Philadelphia Ballet, Settlement Music, Philadelphia Summer Concert Series

Kinds of support normally considered: General operating expenses, endowment campaigns, special projects, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, gifts from individuals, artistic merit, management capability, board of directors, status of organization
 - 5—Publicity value, support by other firms, support by foundations/government, size of audience, coordination with similar groups
-

**Pennzoil Company
P.O. Box 2967
Houston, TX 77252**

Corporate contact: Carolyn S. Gansky, Manager, Community Relations and Contributions
Phone: (713) 546-7535

Information year: 1986

Preferred charitable causes: Higher education

Total contributions: \$2,241,000

Arts & culture: Total contributions, \$263,000

Health & welfare: Total contributions, \$712,000

Education: Total contributions, \$1,159,000

Civic: Total contributions, \$93,000

Other: Total contributions, \$14,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 80%; office locations, 5%; plant locations, 5%

Top non-home office locations for contributions: Shreveport, LA; Pennsylvania area; Los Angeles area

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-September
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
Minimum 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Grand Opera, \$16,000; Combined Arts Cultural Campaign (Houston), \$10,000; Houston Symphony, \$7,500

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Publicity value, matching grants, management capability
- 3—Support by other firms, artistic merit, board of directors
- 4—Support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, public TV/radio, advertising

Pentair, Inc.
1700 West Highway 36
St. Paul, MN 55113

Corporate contact: Helen Hallstadt, Corporate Office Coordinator
Phone: (612) 636-7920

Information year: FY ending December 1986

Preferred charitable causes: Education/civic; health and welfare; arts and culture

Total contributions: \$470,512

Arts & culture: Total contributions, \$21,890; largest contribution, \$2,750; number of contributions, 23; median contribution, \$950

Health & welfare: Total contributions, \$54,625; largest contribution, \$14,000; number of contributions, 39; median contribution, \$1,400

Education: Total contributions, \$318,745; largest contribution, \$250,000; number of contributions, 52; median contribution, \$6,130

Civic: Total contributions, \$75,252; largest contribution, \$10,580; number of contributions, 60; median contribution, \$1,254

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Minnesota Orchestra, Children's Museum, Guthrie Theatre, Ramsey County Historical Society, United Arts Fund

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability
- 2—Geographical location, artistic merit
- 3—Employee involvement, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups
- 5—Publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, memberships

Peoples Energy Corporation

122 South Michigan Avenue
Chicago, IL 60603

Corporate contact: George E. Charles,
Manager, Corporate Contributions
Phone: (312) 431-4393

Information year: 1986

Contributions objectives: To contribute to selected organizations which offer benefits to the communities which each company serves

Preferred charitable causes: Urban revitalization; community education programs; health and welfare

Total contributions: \$628,017

Arts & culture: Total contributions, \$44,000; largest contribution, \$5,000; number of contributions, 26; median contribution, \$1,000

Health & welfare: Total contributions, \$256,400; largest contribution, \$200,000; number of contributions, 26; median contribution, \$4,000

Education: Total contributions, \$146,500; largest contribution, \$22,000; number of contributions, 20; median contribution, \$2,000

Civic: Total contributions, \$119,420; largest contribution, \$5,000; number of contributions, 87; median contribution, \$1,000

Other: Total contributions, \$61,697 (matching gifts); largest contribution, \$1,000; number of contributions, 680; median contribution, \$25

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 97%; plant locations, 3%

Top non-home office locations for contributions: Northeastern Illinois; Joliet, IL

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request:
Field—Donald Keller, Vice President, North
Shore Gas Company

Annual report on contributions: No

Annual report planned: No

Best time to apply: October-January

Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated
materials

Technical assistance provided: Design services,
Printing

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
literature, museums, performing arts, public
TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, film/
video, opera

**Recent examples of arts contributions
recipients:** Art Institute of Chicago, \$4,000,
capital campaign; DuSable Museum of African-
American History, \$4,000, capital campaign;
Lyric Opera of Chicago, \$3,000, operating
expenses; Newberry Library, \$1,500, operating
expenses; Pegasus Players, \$1,000, operating
expenses

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services, technical
assistance from company personnel, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit, management
capability
- 2—Size of audience, quality of applications
- 3—Coordination with similar groups
- 4—Employee involvement, matching grants,
board of directors
- 5—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals

PepsiCo, Inc.
Anderson Hill Road
Purchase, NY 10577

Foundation/Trust:
PepsiCo Foundation, Inc.

Corporate contact: Jacqueline R. Millan,
Manager, Corporate Contributions
Phone: (914) 253-3153

Information year: 1986

Contributions objectives: PepsiCo is directing
its charitable dollars to those organizations in
which PepsiCo employees are actively
involved.

Total contributions: \$10,051,138

Arts & culture: Total contributions,
\$2,927,141; largest contribution, \$1,689,054

Health & welfare: Total contributions,
\$2,764,992; largest contribution, \$346,000

Education: Total contributions, \$3,244,531;
largest contribution, \$200,000

Civic: Total contributions, \$694,761 (includes
community); largest contribution, \$50,000

Other: Total contributions, \$419,712; largest
contribution, \$40,000

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts contributions: National, 62.0%; home office, 15.2%; office locations, 11.4%; plant locations, 11.4%

Top non-home office locations for contributions: New York City; Dallas; Louisville; Wichita; Los Angeles

Non-home office contributions decisions:

Home Office of PepsiCo division

Initial contact for non-home office request:

Field—public affairs or vice president of division headquarters

Annual report on contributions: No

Annual report planned: No

Best time to apply: Fall

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services, technical assistance is based on employee involvement

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, individual artists, arts support is based on employee involvement

Recent examples of arts contributions

recipients: New York City Opera, \$125,500; Council for the Arts in Westchester, \$28,750; Purchase College Foundation, \$1,689,054, PepsiCo Summerfare; Art Museum Associates, \$20,000

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability
- 2—Geographical location, support by other firms, matching grants, quality of applications
- 3—Publicity value, support by foundations/government, size of audience, coordination with similar groups, board of directors
- 4—Gifts from individuals

Philadelphia Electric Company

2301 Market Street
Philadelphia, PA 19101

Corporate contact: William Walkup, Assistant to the President

Phone: (215) 841-4000

Information year: FY ending December 1986

Preferred charitable causes: United Way; Fuel Funds (programs that assist needy customers in paying their utility bills)

Total contributions: n/a

Arts & culture: Total contributions, 4-5%

Health & welfare: Total contributions, 50%

Education: Total contributions, 15-20%

Civic: Total contributions, 25-30%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: company service areas

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, management capability
- 2—Size of audience
- 3—Geographical location, employee involvement, support by other firms, coordination with similar groups, artistic merit
- 4—Publicity value, quality of applications, board of directors
- 5—Matching grants, support by foundations/government, gifts from individuals

Philadelphia National Bank
1 North Fifth Street
Philadelphia, PA 19101

Foundation/Trust:
PNB Charitable Trust

Corporate contact: Donovan Roberts, Public Responsibility Officer
Phone: (215) 629-4181

Information year: FY ending December 1986

Information year: FY ending December 1986

Contributions objectives: To serve communities in which we do business and improve the life in those areas

Preferred charitable causes: Housing; neighborhood development; education

Total contributions: \$2,300,000

Arts & culture: Total contributions, \$293,000

Education: Total contributions, \$419,000

Civic: Total contributions, \$362,000

Other: Total contributions, \$1,226,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—branch manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, dance, opera

Recent examples of arts contributions recipients: Philadelphia Opera, Philadelphia Ballet, Philadelphia Museum of Art, Settlement Music School

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability, board of directors
- 2—Coordination with similar groups
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, gifts from individuals
- 4—Size of audience
- 5—Publicity value, quality of applications

Philip Morris Companies, Inc.

**100 Park Avenue
New York, NY 10017**

Corporate contact: Stephanie French, Director, Cultural and Contributions Programs
Phone: (212) 880-3470

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, worldwide

Top non-home office locations for contributions: Virginia; Wisconsin; Mission Viejo, CA

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No

Best time to apply: Beginning of February, May, August or October

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, purpose, management, annual report

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, management capability
- 3—Quality of applications, coordination with similar groups, artistic merit
- 4—Support by other firms, matching grants, support by foundations/government, size of audience, board of directors
- 5—Publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays,
performance tours, competitions, festivals,
public TV/radio, advertising, memberships,
gala benefits

Phillips Petroleum Company Bartlesville, OK

Foundation/Trust:
**Phillips Petroleum Foundation,
Inc.**
Phillips Building
16th Floor
Bartlesville, OK 74004

Foundation contact: John C. West, Executive
Manager

Phone: (918) 661-9072

Information year: FY ending December 1986

Contributions objectives: To be a good
corporate citizen

Preferred charitable causes: Higher education;
minority organizations

Total contributions: \$7,500,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Best time to apply: Summer

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
opera

**Recent examples of arts contributions
recipients:** Woolaroc Museum, Mid-America
Arts Alliance, Oklahoma Heritage Association,
Oklahoma Arts Institute, Mid-America Arts
Alliance

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, international cultural exchange,
employee matching gifts, employee matching
gifts for arts affiliated with universities only

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, artistic
merit, management capability
- 2—Gifts from individuals
- 3—Matching grants, support by foundations/
government, coordination with similar
groups, board of directors
- 4—Publicity value, support by other firms,
size of audience
- 5—Quality of applications

**Phoenix Mutual Life
Insurance Company
One American Row
Hartford, CT 06115**

**Foundation/Trust:
Phoenix Mutual Life Insurance
Company Charitable Trust**

Corporate contact: Chip Geer, Community
Relations Analyst
Phone: (203) 275-5793

Information year: 1986

Total contributions: \$491,000

Arts & culture: Total contributions, \$53,000

Health & welfare: Total contributions,
\$206,000

Education: Total contributions, \$153,000

Civic: Total contributions, \$38,000

Other: Total contributions, \$36,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations

**Top non-home office locations for
contributions:** Greenfield, MA; Endfield, CT

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September, November
Written guidelines available: No

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
8

**Consider requests from organizations not
currently being supported:** No

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition
space, meeting space, donated materials,
donated company products/services

Technical assistance provided: Advertising,
planning, accounting/fiscal management, legal,
marketing, general management, design
services, all technical assistance is limited

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, performing arts,
public TV/radio, visual arts/crafts, theater,
symphony/chamber orchestra, dance, film/
video, opera, space for individual shows

**Recent examples of arts contributions
recipients:** Federal Greater Hartford Arts
Council, Business Fund for the Arts
(Greenfield, MA), Old Statehouse Association

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications, who is
served
- 2—Publicity value, matching grants, support
by foundations/government, size of
audience, gifts from individuals,
coordination with similar groups, artistic
merit, management capability, board of
directors
- 3—Employee involvement, support by other
firms

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays,
performance tours, competitions, festivals,
public TV/radio, advertising, memberships,
gala benefits, all arts sponsorships are limited

**Pillsbury Company
Pillsbury Center
Minneapolis, MN 55402**

**Foundation/Trust:
The Pillsbury Company
Foundation**

Corporate contact: Carol B. Truesdell, Vice President, Community Relations
Phone: (612) 330-4629

Information year: FY ending May 1986

Contributions objectives: The Pillsbury Company's contributions program reflects the Company's commitment to innovation and excellence in all aspects of its operations. In addition to supporting health and welfare, education, cultural, art and civic organizations in the communities in which it operates, The Pillsbury Company has a major emphasis in the areas of hunger and youth. Priority is given to our headquarters, subsidiary and plant communities.

Preferred charitable causes: Hunger; youth

Total contributions: \$7,119,648

Arts & culture: Total contributions, \$930,948; largest contribution, \$240,000; number of contributions, 30

Health & welfare: Total contributions, \$2,232,135; largest contribution, \$375,000

Education: Total contributions, \$1,989,819; largest contribution, \$125,000

Civic: Total contributions, \$1,105,102; largest contribution, \$750,000

Other: Total contributions, \$357,477

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, plant locations

Top non-home office locations for contributions: Miami; Dallas; Dayton, WA; Watsonville, CA; Glencoe, MN

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report, history of organization

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Performing arts

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Minnesota Orchestra, \$240,000, endowment/operating support; Guthrie Theater, \$35,000, operating support; Minnesota Opera, \$6,000, operating support; Twin Cities Public Television, \$75,000, operating support/program underwriting; Dallas Symphony Orchestra, \$10,000, operating support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, quality of applications, coordination with similar groups, board of directors
- 3—Publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals

Pitney Bowes Inc.
World Headquarters
Stamford, CT 06926

Corporate contact: Mary M. McCaskey,
Secretary, Corporate Contributions Committee
Phone: (203) 351-7751

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: January-June
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, arts support is limited mainly to local groups

Recent examples of arts contributions recipients: Stamford Center for the Arts, Connecticut Ballet, Greenwich Symphony, Stamford Symphony, Stamford State Opera/Connecticut Grand Opera

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
 - 2—Size of audience, quality of applications, board of directors
 - 4—Support by other firms, coordination with similar groups
 - 5—Employee involvement, publicity value, matching grants, support by foundations/government, gifts from individuals
-
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Pittsburgh National Corporation
Fifth Avenue and Wood Street
Pittsburgh, PA 15222

Foundation/Trust:
Pittsburgh National Foundation

Corporate contact: Robert C. Milson,
Chairman

Foundation contact: William Boyd, Secretary of Distributions Committee
Phone: (412) 355-0904

Information year: FY ending December 1986

Contributions objectives: To benefit stockholders

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Southwest Pennsylvania

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions:
6

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Publicity value, quality of applications, management capability, board of directors
- 3—Employee involvement
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Playboy Enterprises, Inc. Chicago, IL

Foundation/Trust:
Playboy Foundation
919 North Michigan Avenue
Chicago, IL 60611

Foundation contact: Cleo Wilson, Executive Director
Phone: (312) 751-8000

Information year: FY ending June 1986

Contributions objectives: To enhance the quality of life primarily through the funding of civil liberties and civil rights

Total contributions: \$175,652

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

Technical assistance provided: Advertising, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: ARC Gallery, Peace Museum, Society for Flamingo Studies, Chicago Film Makers, Midway Stage Works

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Artistic merit, management capability
- 2—Geographical location, impact on local community, coordination with similar groups
- 3—Quality of applications
- 4—Employee involvement, matching grants, size of audience, gifts from individuals, board of directors
- 5—Publicity value, support by other firms, support by foundations/government

**Pneumo Abex Corporation
4800 Prudential Tower
Boston, MA 02199**

Corporate contact: David Mackey, Director,
Corporate Communications

Information year: FY ending December 1987

Preferred charitable causes: Education; health
and welfare; youth

Total contributions: \$405,000

Arts & culture: Total contributions, \$60,000

Health & welfare: Total contributions, \$60,000

Education: Total contributions, \$245,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, office
locations, plant locations

**Top non-home office locations for
contributions:** Cleveland, OH; Kalamazoo, MI;
Oxnard, CA; Winchester, VA; Waukesha, WI

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects,
sponsorships through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 3—Employee involvement, publicity value,
support by other firms, matching grants,
size of audience, artistic merit
- 4—Support by foundations/government,
quality of applications, gifts from
individuals, coordination with similar
groups, management capability, board of
directors

**Polaroid Corporation
549 Technology Square
Cambridge, MA 02139**

**Foundation/Trust:
Polaroid Foundation
28 Osborn Street
Cambridge, MA 02139**

Foundation contact: Marcia Schiff, Executive
Director

Phone: (617) 577-4035

Information year: FY ending December 1986

Contributions objectives: To reach out to the widest range and number of community cultural and educational programs by weighing merit, need and the impact on the well-being of the population served

Total contributions: \$1,900,000

Arts & culture: Total contributions, \$146,000; largest contribution, \$5,000 (does not include capital gifts); number of contributions, 100; median contribution, \$1,500

Health & welfare: Total contributions, \$336,000; largest contribution, \$10,000; number of contributions, 179; median contribution, \$2,000

Education: Total contributions, \$331,000; largest contribution, \$10,000; number of contributions, 143; median contribution, \$2,300

Civic: Total contributions, \$338,000 (United Way); largest contribution, \$328,000; number of contributions, 7

Other: Total contributions, \$57,000; largest contribution, \$10,000; number of contributions, 38; median contribution, \$1,250

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations, Massachusetts, 85%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—distribution center manager

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Artists Foundation, \$25,000, capital support; Danny Sloan Dance Company, \$3,000, inner-city dance project; Women's Caucus for Art, \$2,000, exhibitions; Huntington Theatre Company, \$3,000, general support; Boston Conservatory of Music, \$1,500, opera scholarships

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, merit of program
- 2—Geographical location, impact on local community, quality of applications, artistic merit
- 3—Support by other firms, matching grants, support by foundations/government, size of audience, coordination with similar groups, management capability
- 4—Gifts from individuals, board of directors
- 5—Publicity value

Polychrome Corporation
P.O. Box 817
137 Alexander Street
Yonkers, NY 10702

Corporate contact: Contributions Committee
Phone: (914) 965-8800

Information year: 1985

Contributions objectives: To support local communities

Preferred charitable causes: United Way

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Annual report planned: No

Best time to apply: October

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 2-3 months

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Technical assistance provided: Printing materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, performing arts

Recent examples of arts contributions recipients: Hudson River Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Board of directors
- 4—Publicity value, support by other firms
- 5—Matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability

Portland General Electric Company

**121 Southwest Salmon Street
Portland, Oregon 97204**

Corporate contact: Ruth Ann Mogen, Manager of Community Relations

Phone: (503) 226-8861

Information year: FY ending September 1986

Contributions objectives: Contributions are considered reinvestments in the community with an emphasis on economic development. We are also presently concentrating on children at risk and the homeless. However, our support changes with the needs of the community.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations, state of Oregon

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: Yes; for 1988

Best time to apply: September

Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: IRS letter, application form

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Portland Center for Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, publicity value, size of audience, management capability
- 2—Geographical location, matching grants, quality of applications, coordination with similar groups, artistic merit, board of directors
- 3—Support by other firms, gifts from individuals
- 4—Support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, gala benefits

Potomac Electric Power Company

**1900 Pennsylvania Avenue, NW
Washington, D.C. 20068**

Corporate contact: Alan G. Kirk, Senior Vice President, General Counsel and Secretary
Phone: (202) 872-2000

Information year: FY ending December 1986

Contributions objectives: To be good corporate citizens and better the communities we serve

Total contributions: \$872,243

Arts & culture: Total contributions, \$199,583

Health & welfare: Total contributions, \$390,769

Education: Total contributions, \$169,630

Civic: Total contributions, \$101,711

Other: Total contributions, \$10,550

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Before the first of the month

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Kennedy Center, Washington Opera, National Symphony, Corcoran Gallery, Arena Stage

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement
- 2—Geographical location, publicity value, support by other firms, size of audience, quality of applications, management capability
- 3—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

Primerica Corporation Greenwich, CT

Foundation/Trust:

Primerica Foundation
American Lane
P.O. Box 3610
Greenwich, CT 06830

Foundation contact: Peter Goldberg, Vice President

Phone: (203) 552-2148

Information year: 1986

Contributions objectives: Through our National Themes Program, we are focusing larger grants to have an impact in the areas of public policy, public awareness, and the delivery of services through action, research and demonstration programs. The three initiative areas are hunger and nutrition, public education and economic transition. In our General Grants programs, grants are awarded to nonprofit organizations which thoughtfully address the needs of society in the areas of human services, health, civic development, culture and education.

Total contributions: \$3,708,000

Arts & culture: Total contributions, \$243,200; largest contribution, \$60,000; number of contributions, 42; median contribution, \$2,500

Health & welfare: Total contributions, \$209,000; largest contribution, \$40,000; number of contributions, 45; median contribution, \$3,750

Education: Total contributions, \$294,800; largest contribution, \$25,000; number of contributions, 78; median contribution, \$2,500

Civic: Total contributions, \$303,500; largest contribution, \$30,000; number of contributions, 43; median contribution, \$5,000

Other: Total contributions, \$2,658,413
(National Themes Program \$1,313,090)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 75%; home office, 10%; office locations, 10%; sales locations, 5%

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Contact: William Ballbach, Associate Director, Foundation

Phone: (203) 552-2989

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: National Corporate Fund for Dance, \$10,000, operating support; Business Committee for the Arts, \$5,000, operating support; American Shakespeare Theatre, \$5,000, operating support; The American Federation for the Arts, \$27,000, program support; Creative Arts Rehabilitation Center, \$1,800, project support

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, support by other firms
- 4—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Contact: Ken Koprowski, Director, Corporate Communications

Phone: (203) 552-2223

Awards received for arts support: Business Committee for the Arts, 1985

The Principal Financial Group

**711 High Street
Des Moines, IA 50309**

Foundation/Trust:

The Principal Financial Group Charitable Contributions Trust

Corporate contact: Walter J. Walsh, Vice President, Corporate Relations

Phone: (515) 247-5098

Information year: FY ending December 1986

Total contributions: \$2,233,624

Arts & culture: Total contributions, \$396,870; largest contribution, \$90,000; number of contributions, 25

Health & welfare: Total contributions, \$1,256,141; largest contribution, \$701,842; number of contributions, 50

Education: Total contributions, \$516,316; largest contribution, \$125,000; number of contributions, 35

Civic: Total contributions, \$38,500; largest contribution, \$5,000; number of contributions, 14

Other: Total contributions, \$26,047; largest contribution, \$7,500; number of contributions, 12

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 12%; home office, 78%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: Yes; for 1987

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Civic Center of Greater Des Moines, \$35,000, capital campaign; Des Moines Science Center, \$56,500, annual corporate membership and sponsorship of "Dinamation" exhibit; Des Moines Symphony, \$30,000, sponsorship of two Pops concerts; Des Moines Art Center, \$90,000, capital campaign and operating expenses; Des Moines Ballet Association, \$10,000, capital campaign

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Employee involvement, support by other firms, management capability, board of directors
- 3—Matching grants, artistic merit
- 4—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, competitions, festivals, advertising, gala benefits

The Procter & Gamble Company

Cincinnati, OH

Foundation/Trust:
The Procter & Gamble Fund
P.O. Box 599
Cincinnati, OH 45201

Corporate contact: B.J. Nolan, Vice President, Procter & Gamble Fund
Phone: (513) 562-2201

Information year: 1986

Contributions objectives: To better the communities in which we operate with an emphasis on higher education

Total contributions: \$13,000,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Cincinnati Institute of Fine Arts, United Arts Council of Greensboro, Kennedy Center, Sacramento Symphony

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, size of audience, management capability
- 3—Quality of applications, gifts from individuals, coordination with similar groups, board of directors
- 4—Publicity value, matching grants, support by foundations/government, artistic merit

The Progressive Corporation

6300 Wilson Mills Road
Mayfield, OH 44143

Corporate contact: Jennifer S. Frutchy,
Contributions Manager
Phone: (216) 464-8000

Information year: 1986

Contributions objectives: To reflect core values of company: innovation, risk, excellent performance and fun

Total contributions: \$175,000

Arts & culture: Total contributions, \$38,000; largest contribution, \$20,000; number of contributions, 6; median contribution, \$5,000

Health & welfare: Total contributions, \$102,000; largest contribution, \$98,000 (United Way); number of contributions, 3

Education: Total contributions, \$13,800; largest contribution, \$2,500; number of contributions, 20; median contribution, \$500

Civic: Total contributions, \$8,300; largest contribution, \$5,000; number of contributions, 4; median contribution, \$4,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; office locations, 5%

Top non-home office locations for contributions: Sacramento; Tampa; Richmond, VA

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Cleveland Center for Contemporary Art, \$20,000, special events; Playhouse Square Foundation, \$500, capital campaign

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications
- 2—Geographical location, employee involvement, artistic merit, management capability
- 3—Publicity value
- 5—Support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors

**Provident Life Insurance
Company
Bismarck, ND**

**Foundation/Trust:
General Charitable Trust
c/o Provident Life Insurance
Company
316 North Fifth Street
Bismarck, ND 58501**

Corporate contact: Kent Fredrickson, Vice
President, Administration
Phone: (701) 223-2120

Information year: FY ending January 1986

Contributions objectives: Contributions are
given to local organizations. However, the
status of the trust is unknown after March
1989

Total contributions: \$15,127

Arts & culture: Total contributions, \$3,450

Health & welfare: Total contributions, \$6,687

Education: Total contributions, \$1,240

Civic: Total contributions, \$3,750

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, 100%

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
certification of 501(c)(3) status

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, performing arts, public TV/radio,
visual arts/crafts, symphony/chamber
orchestra, opera

**Recent examples of arts contributions
recipients:** Bismarck Mandan Chorus, Bismarck
Mandan Orchestral Association

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by foundations/
government
- 2—Size of audience, management capability,
board of directors
- 3—Employee involvement, publicity value,
support by other firms, quality of
applications, artistic merit
- 4—Coordination with similar groups
- 5—Matching grants, gifts from individuals

**Provident Mutual Life
Insurance Company of
Philadelphia
1600 Market Street
Philadelphia, PA 19103**

**Foundation/Trust:
Provident Mutual Charitable
Trust**

Corporate contact: James F. Sutor, Secretary
and Vice President and Chairman,
Contributions Committee
Phone: (215) 636-5000 x5595

Information year: 1986

Preferred charitable causes: United Way

Total contributions: \$493,138

Arts & culture: Total contributions, \$9,300; largest contribution, \$2,500; number of contributions, 7

Health & welfare: Total contributions, \$299,418; largest contribution, \$240,850; number of contributions, 17

Education: Total contributions, \$75,500; largest contribution, \$15,000; number of contributions, 14

Civic: Total contributions, \$108,920; largest contribution, \$51,000; number of contributions, 19

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September-October
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, museums, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Philadelphia Museum of Art, \$2,500, general funds; Philadelphia Orchestra Association, \$2,500, general funds; Philadelphia Drama Guild, \$2,500, general funds

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location

2—Impact on local community, employee involvement, management capability

3—Matching grants, quality of applications, artistic merit, board of directors

4—Publicity value, support by other firms, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Plays, public TV/radio, memberships

Provident National Bank Land Title Building Broad and Chestnut Streets Philadelphia, PA 19101

Corporate contact: Sara S. Moran, Public Affairs Associate

Phone: (215) 585-7659

Information year: FY ending December 1986

Total contributions: n/a

Arts & culture: Total contributions, 22%; number of contributions, 43

Health & welfare: Total contributions, 19%; number of contributions, 27

Education: Total contributions, 22%; number of contributions, 19

Civic: Total contributions, 37%; number of contributions, 27

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations, five counties in Southeastern Pennsylvania plus Delaware, 100%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: September-October

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, annual report, history, description of client population

Weeks required for full review and decisions: Approximately 12 weeks depending on when application is submitted

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials

Technical assistance provided: General management, design services, printing

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pennsylvania Academy of the Fine Arts, Franz Kline exhibit; Community College of Philadelphia, Distinguished Philadelphians in Residence; West Oak Lane Community Development Corporation

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience, quality of applications
- 3—Employee involvement, publicity value, gifts from individuals
- 4—Support by other firms, matching grants, support by foundations/government, coordination with similar groups, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, memberships, gala benefits

The Prudential Insurance Company of America Newark, NJ

Foundation/Trust:
The Prudential Foundation
15 Prudential Plaza
Newark, NJ 07101

Foundation contact: Donald N. Treloar,
Secretary, Foundation
Phone: (201) 877-7344

Information year: FY ending December 1986

Total contributions: \$10,494,076

Arts & culture: Total contributions, \$530,300; largest contribution, \$55,000; number of contributions, 100

Health & welfare: Total contributions, \$3,018,265; largest contribution, \$277,000; number of contributions, 327

Education: Total contributions, \$3,840,605; largest contribution, \$218,000; number of contributions, 132

Civic: Total contributions, \$1,029,200; largest contribution, \$100,000; number of contributions, 119

Other: Total contributions, \$108,000; largest contribution, \$75,000; number of contributions, 22

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 8

In-kind Services and Technical Assistance

Contact: Casto Maldonado, Community Relations Consultant
Phone: (201) 877-8962

In-kind services provided: Printing, donated materials

ARTS SUPPORT

Contact: Elisa Puzzuoli, Program Officer
Phone: (201) 877-7355

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Newark Museum, John F. Kennedy Center for the Performing Arts, Houston Business Arts Fund, Jacksonville Museum of Arts and Sciences, New Brunswick Cultural Center

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications, artistic merit, management capability
- 2—Impact on local community, support by other firms, support by foundations/government, size of audience, coordination with similar groups, board of directors, benefit to disadvantaged persons/underserved commu
- 3—Employee involvement
- 5—Publicity value, matching grants, gifts from individuals

Putnam Trust Company

10 Mason Street
Greenwich, CT 06830

Corporate contact: James F. McLean, Senior Vice President, Marketing and Community Relations
Phone: (203) 869-3000

Information year: 1986

Preferred charitable causes: United Way of Greenwich; Greenwich Emergency Medical Service; Greenwich Health Association

Total contributions: \$31,750

Arts & culture: Total contributions, \$2,100

Health & welfare: Total contributions, \$16,350

Education: Total contributions, \$950

Civic: Total contributions, \$9,550

Other: Total contributions, \$2,800

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Application deadline: November 30
Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
Annual November review

Consider requests from organizations not
currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Arts councils/united arts funds,
community arts, performing arts

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community
- 2—Publicity value, artistic merit
- 5—Employee involvement, support by other
firms, matching grants, support by
foundations/government, size of audience,
quality of applications, gifts from
individuals, coordination with similar
groups, management capability, board of
directors

Quaker State Oil Refining Corporation P.O. Box 989 Oil City, PA 16301

Corporate contact: Joyce A. McFadden,
Assistant Corporate Secretary
Phone: (814) 676-7676

Information year: 1986

Total contributions: \$155,000

Civic: Total contributions, \$155,000

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: National, home office, plant
locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
4

RJR Nabisco, Inc. Winston-Salem, NC

Foundation/Trust:
RJR Nabisco Foundation
P.O. Box 2959
Winston-Salem, NC 27102

Foundation contact: John L. Bacon, President
Phone: (919) 773-5377

Information year: 1986

Preferred charitable causes: Medical research;
agriculture; education

Total contributions: \$32,076,460

Arts & culture: Total contributions,
\$1,909,553; largest contribution, \$175,000

Health & welfare: Total contributions,
\$9,726,805; largest contribution, \$750,000

Education: Total contributions, \$9,131,828;
largest contribution, \$250,000

Civic: Total contributions, \$1,982,237

Other: Total contributions, \$9,276,037
(includes product donations of \$8,000,000);
largest contribution, \$100,000

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, plant
locations

Non-home office contributions decisions: Field
office

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: May
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, qualifications of project leaders
Weeks required for full review and decisions: 6-18

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Winston-Salem Arts Council's Winston Square, Roger L. Stevens Performing Arts Center (Winston-Salem), North Carolina Dance Theatre, Kennedy Center, Smithsonian Institution

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, artistic merit, management capability, fit in with company's focus
- 2—Geographical location, publicity value, quality of applications, coordination with similar groups, board of directors
- 3—Support by other firms, support by foundations/government, size of audience
- 4—Matching grants
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Advertising, corporate art program

Awards received for arts support: North Carolina Governor's Award, 1981; Business in the Arts Award, 1981

RKO General, Inc.
1440 Broadway
New York, NY 10018

Foundation/Trust:
RKO General Foundation, Inc.

Corporate contact: Henry P. Sabatell, Vice President
Phone: (212) 642-4205

Information year: FY ending November 1986

Preferred charitable causes: United Way

Total contributions: \$230,000

Arts & culture: Total contributions, \$35,000; largest contribution, \$10,000

Health & welfare: Total contributions, \$115,000; largest contribution, \$25,000

Education: Total contributions, \$45,000; largest contribution, \$10,000

Civic: Total contributions, \$35,000; largest contribution, \$10,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 50%; home office, 50%

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Lincoln Center, Carnegie Hall, Brooklyn Academy of Music, Metropolitan Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 2—Impact on local community, quality of applications
- 3—Geographical location, employee involvement, publicity value, support by other firms, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

Rainier National Bank
P.O. Box 3966
Seattle, WA 98124

Foundation/Trust:
Rainier Bancorporation
Foundation

Corporate contact: G. Kumi Kilburn, Vice President and Manager, Social Policy Department
Phone: (206) 621-4173

Information year: 1986

Contributions objectives: To make a social investment in communities where Rainier does business. Above all, our contributions program supports organizations which make our communities better places in which to live and work and gives people a chance to improve their lives.

Preferred charitable causes: United Way; Corporate Council for the Arts

Total contributions: \$1,662,600

Arts & culture: Total contributions, \$356,800; largest contribution, \$218,500; number of contributions, 31

Health & welfare: Total contributions, \$139,600; largest contribution, \$25,100

Education: Total contributions, \$546,900; largest contribution, \$50,000

Civic: Total contributions, \$206,900; largest contribution, \$100,000

Other: Total contributions, \$412,400; largest contribution, \$266,800

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 95%; plant and sales locations, 5%

Top non-home office locations for contributions: Western Washington; eastern Washington; Oregon; Alaska

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Best time to apply: Early in year

Written guidelines available: Yes

Preferred initial contact: Call (206) 621-4183 to obtain guidelines

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

ARTS SUPPORT

Preferred arts organizations/activities: Corporate Council for the Arts

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Corporate Council for the Arts (Seattle), \$62,500; Washington Center for the Performing Arts (Olympia), \$12,000

Kinds of support normally considered: Capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, coordination with similar groups, management capability
- 2—Geographical location, impact on local community, quality of applications, artistic merit, board of directors
- 3—Support by other firms, matching grants, support by foundations/government
- 5—Publicity value, size of audience, gifts from individuals

Ralston Purina Company
Checkerboard Square
St. Louis, MO 63164

Foundation/Trust:
Ralston Purina Trust Fund

Corporate contact: Fred H. Perabo, Director of Employee Relations and Community Affairs
Phone: (314) 982-3219

Information year: FY ending September 1986

Preferred charitable causes: Education; health/nutrition; civic

Total contributions: \$4,244,406

Arts & culture: Total contributions, \$423,086

Health & welfare: Total contributions, \$1,422,593

Education: Total contributions, \$1,564,104

Civic: Total contributions, \$762,799

Other: Total contributions, \$71,824 (includes international and religious contributions)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 6-8

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions

recipients: Arts and Education Council of Greater St. Louis, St. Louis Art Museum, St. Louis Symphony, Missouri Botanical Garden, KETC (Public Television)

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Raymond Corporation Greene, NY

Foundation/Trust:
Raymond Foundation
P.O. Box 518
Greene, NY 13778

Foundation contact: Terri Brant, Assistant
Executive Secretary
Phone: (607) 656-2467

Information year: 1985

Contributions objectives: To assist in the
promotion of community well-being

Preferred charitable causes: Culture; public
services; physical and health environment

Total contributions: \$123,794

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, contributors list,
audited statement

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, public TV/radio,
theater, symphony/chamber orchestra

**Recent examples of arts contributions
recipients:** Binghamton Symphony Orchestra,
\$5,200; Everson Museum (Syracuse), \$3,000;
WSKG (Public Television), \$2,000; Chenango
County Council of the Arts; Performing Arts
of Greene

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by other firms
 - 2—Matching grants, coordination with similar
groups, management capability
 - 3—Employee involvement, artistic merit,
board of directors
 - 4—Support by foundations/government, size
of audience, quality of applications
 - 5—Publicity value, gifts from individuals
-
-

Reading and Bates Corporation 2200 Mid-Continent Tower Tulsa, OK 74103

Corporate contact: Roberta Parkhill,
Administrative Assistant
Phone: (918) 583-8521

Information year: 1987

Preferred charitable causes: Health and human
services; civic; education

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
75%; plant locations, 10%; sales locations, 5%

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: November-December
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
3

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR, technical assistance from company personnel, special shows

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability, board of directors
- 2—Support by other firms, matching grants, support by foundations/government, size of audience
- 3—Gifts from individuals, coordination with similar groups
- 5—Publicity value

Reliance Group, Inc.
Park Avenue Plaza
New York, NY 10055

Corporate contact: Communications
Department
Phone: (212) 909-1249

Information year: 1985

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement, background materials

Weeks required for full review and decisions:
1-3 months

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities:
Metropolitan Museum of Art, American Museum of Folk Art, Carnegie Hall

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, national organizations, performing arts, public TV/radio, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Museum of Natural History, Metropolitan Museum, Lincoln Center, Foundation for the Joffrey Ballet, Circle In The Square

Kinds of support normally considered: General operating expenses, capital projects, special projects, international cultural exchange, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Coordination with similar groups, artistic merit, management capability
- 2—Employee involvement
- 3—Publicity value
- 4—Impact on local community, support by other firms
- 5—Geographical location, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, board of directors

Reliance Insurance Company
4 Penn Plaza
Philadelphia, PA 19103

Foundation/Trust:
**Reliance Insurance Company
Foundation**

Corporate contact: Richard Earl, Assistant Vice President

Phone: (215) 864-4251

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 1

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Pennsylvania Academy of the Arts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications, artistic merit, management capability
- 2—Employee involvement, matching grants, support by foundations/government
- 3—Support by other firms, board of directors
- 5—Publicity value, gifts from individuals, coordination with similar groups

Republic New York Corporation
452 Fifth Avenue
New York, NY 10018

Corporate contact: Jeff Kiles

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2-3

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Publicity value, quality of applications, management capability
- 2—Geographical location, impact on local community, artistic merit, board of directors
- 3—Employee involvement, matching grants, size of audience, coordination with similar groups
- 4—Support by other firms

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, memberships, gala benefits, will consider supporting all sponsorships

Research-Cottrell Inc.
P.O. Box 1500
Corporate Communications
Somerville, NJ 08876

Corporate contact: Deborah Psak,
Communications Administrator
Phone: (201) 685-4536

Information year: FY ending October 1986

Contributions objectives: To support Somerset County and New Jersey organizations which employees support

Preferred charitable causes: United Way; education; civic

Total contributions: \$97,000

Arts & culture: Total contributions, \$5,700; largest contribution, \$2,000; number of contributions, 6; median contribution, \$500

Health & welfare: Total contributions, \$6,600; largest contribution, \$5,000; number of contributions, 20; median contribution, \$500

Education: Total contributions, \$31,700; largest contribution, \$5,000; number of contributions, 48; median contribution, \$150

Civic: Total contributions, \$28,300; largest contribution, \$22,000; number of contributions, 35; median contribution, \$200

Other: Total contributions, \$24,700; largest contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 10%; home office, 61%; office locations, 10%; plant locations, 19%

Non-home office contributions decisions:
Home office

Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: New Jersey State Opera, \$200, operating support; New Jersey Symphony Orchestra, \$500, operating support; New Jersey Center for Performing Arts, \$500, operating support; Morris Museum, \$1,000, operating support; Garden State Chamber Orchestra, \$200, operating support

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit
- 2—Support by other firms, management capability
- 3—Publicity value, matching grants, size of audience, quality of applications, board of directors
- 4—Support by foundations/government
- 5—Gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships:
\$4,000

Kinds of arts sponsorships supported: Music concerts, dance, plays, festivals

Revco
1925 Enterprise Parkway
Twinsburg, OH 44087

Foundation/Trust:
Revco Foundation

Corporate contact: Chris Somosi, Public Communications Specialists
Phone: (216) 425-9811

Information year: 1986

Preferred charitable causes: Pharmacy education

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, cities where stores are located

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: personal letter

Requirements for applications: Narrative/letter

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Blossom Music Center, Cleveland Orchestra, Cleveland Playhouse

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Artistic merit, management capability
- 3—Support by other firms
- 4—Publicity value, matching grants, support by foundations/government, size of audience, gifts from individuals, coordination with similar groups, board of directors
- 5—Employee involvement

**Rhode Island Hospital Trust
National Bank
One Hospital Trust Plaza
Providence, RI 02903**

Corporate contact: Susan Baxter, Assistant Vice President
Phone: (401) 278-8420

Information year: FY ending December 1986

Preferred charitable causes: Education; health and welfare

Total contributions: \$481,368

Arts & culture: Total contributions, \$23,000

Health & welfare: Total contributions, \$225,850

Education: Total contributions, \$161,868

Civic: Total contributions, \$30,650

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Rhode Island Arts Fund, Channel 36 (Public Television), Children's Museum, Providence Public Library

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Publicity value
- 3—Employee involvement, size of audience, quality of applications, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising, memberships, gala benefits

Rock Island Refining Corporation

P.O. Box 68007

Indianapolis, IN 46268

Foundation/Trust:

Rock Island Refining Foundation

Corporate contact: Jerry Davis, Public Relations

Phone: (317) 872-3200

Information year: 1986

Total contributions: \$132,483

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, state of Indiana

Non-home office contributions decisions: Home office, board of trustees meet quarterly

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Indianapolis Art League, Indianapolis Museum of Art, Indianapolis Opera Company, Indianapolis Symphony Orchestra, Indianapolis Zoo

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Coordination with similar groups, artistic merit
- 3—Support by other firms, support by foundations/government, size of audience, board of directors
- 4—Publicity value, matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: \$150,000 (1987)

Kinds of arts sponsorships supported: Dance, plays, competitions, memberships

Rockwell International Corporation

600 Grant Street

Pittsburgh, PA 15219

Foundation/Trust:

Rockwell International Corporation Trust

Corporate contact: J. J. Christin, Secretary of the Trust Committee

Information year: 1986

Total contributions: \$1,800,000

Health & welfare: Total contributions, \$2,000,000

Education: Total contributions, \$5,300,000

Civic: Total contributions, \$1,100,000

Other: Total contributions, \$2,200,000 (United Way)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 60-90 days

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: volunteers

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Carnegie Institute (Pittsburgh), Ford's Theatre (Washington), Los Angeles Music Center, Dallas Theatre Center, Orange County Center for Performing Arts

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, endowment

Sponsorships through Advertising/Public Relations

Contact: Philip Jacques, Director of Advertising

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Festivals, public TV/radio, advertising, gala benefits

Awards received for arts support: Presidential Citation for Private Sector Initiatives, 1986 C-Flag Award

Roper Corporation
1905 West Court Street
Kankakee, IL 60901

Foundation/Trust:
Roper Foundation
931 Broad Street
Augusta, GA 30728

Foundation contact: Bob Wood, Secretary and General Attorney

Phone: (404) 724-0822

Information year: FY ending July 1986

Contributions objectives: To support the communities in which employees work and live

Preferred charitable causes: Education; health; capital appropriations (building)

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts

contributions: Home office, office locations, plant locations, sales locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: IRS letter

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types, arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Channel 11 Chicago (Public Television), Kanakee College Performing Arts

Kinds of support normally considered: Capital projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

2—Quality of applications, gifts from individuals

3—Publicity value, size of audience, artistic merit

5—Support by other firms, matching grants, support by foundations/government, coordination with similar groups, management capability, board of directors

Rorer Group Inc.

500 Virginia Drive
Fort Washington, PA 19034

Corporate contact: Susan E. Atkins, Vice President, Public Affairs

Phone: (215) 628-6372

Information year: 1986

Preferred charitable causes: United Way

Total contributions: n/a

Arts & culture: Total contributions, 7%; largest contribution, \$5,000; number of contributions, 15

Health & welfare: Total contributions, 37%; number of contributions, 23

Education: Total contributions, 22%; largest contribution, \$18,000; number of contributions, 24

Civic: Total contributions, 34%; number of contributions, 37

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: January-March

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Maximum 12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Art museum, ballet, orchestra, music festival, drama guild

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, support by other firms, gifts from individuals, artistic merit, management capability, board of directors
- 3—Employee involvement, publicity value, matching grants, size of audience, quality of applications, coordination with similar groups
- 4—Support by foundations/government

The Rouse Company **10275 Little Patuxent Parkway** **Columbia, MD 21044**

Foundation/Trust:

The Rouse Company Foundation

Corporate contact: Becky Hannum,
Coordinator, Art in the Marketplace
Phone: (301) 992-6000

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, central Maryland

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement.

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Margaret Mauro, Corporate Grants Program Coordinator

In-kind services provided: Exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, storytelling

Kinds of support normally considered: General operating expenses, capital projects, special projects, sponsorships through advertising/PR, consider support only for projects designed for Rouse retail centers

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

1—Geographical location, impact on local
community, matching grants, quality of
applications, artistic merit, value to Rouse
retail centers

2—Management capability

4—Employee involvement, publicity value,
support by other firms, board of directors

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, public TV/
radio, advertising

Awards received for arts support: Business in
the Arts Award, 1985, 1986

Ryder System, Inc.

P.O. Box 520816

Miami, FL 33166

Foundation/Trust:

**The Ryder Charitable
Foundation, Inc.**

c/o Office of Corporate Programs
Ryder System, Inc. 3600 NW 82nd
Avenue

Miami, FL 33166

Corporate contact: Lorraine Charney, Vice
President, Corporate Programs
Phone: (305) 593-3641

Information year: 1986

Preferred charitable causes: United Way

Total contributions: \$1,461,380

Arts & culture: Total contributions, \$261,556;
largest contribution, \$50,000 (Miami Opera);
number of contributions, 32; median
contribution, \$5,000

Health & welfare: Total contributions,
\$401,854; largest contribution, \$311,000
(United Way); number of contributions, 23;
median contribution, \$7,500

Education: Total contributions, \$580,000;
largest contribution, \$346,500 (Miami
University); number of contributions, 196
(includes 170 employee matching gifts);
median contribution, \$2,500

Civic: Total contributions, \$217,748; largest
contribution, \$20,000 (National Urban League);
number of contributions, 49; median
contribution, \$3,000

Scope of information: Corporation and
foundation combined

Geographic areas encompassed by arts
contributions: National, home office, sales
locations, 1%; division headquarters cities

Non-home office contributions decisions: Field
office

Annual report on contributions: Yes

Annual report planned: No

Application deadline: June 30

Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
audited statement

Weeks required for full review and decisions:
Initial response within 60 days; final
determination within another 60 days

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Joe Claster, Special Events
Coordinator
Phone: (305) 593-3574

In-kind services provided: Printing, truck
rentals

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Community arts, museums, national
organizations, performing arts, public TV/
radio, theater, symphony/chamber orchestra,
dance, opera

Recent examples of arts contributions
recipients: Miami Opera, \$50,000

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, support by foundations/government, quality of applications, gifts from individuals, artistic merit, management capability
- 2—Board of directors
- 3—Impact on local community, publicity value, size of audience
- 5—Support by other firms, matching grants

SPS Technologies Inc.

Jenkintown, PA

Foundation/Trust:

SPS Foundation
Highland Avenue
Jenkintown, PA 19046

Corporate contact: R.M. Groves, Chairman of the Gifts Committee

Phone: (215) 572-3427

Information year: 1986

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 75%; plant locations, 25%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Recent examples of arts contributions

recipients: Philadelphia Orchestra, Philadelphia Museum of Art, Philadelphia Drama Guild, Festival of Arts, Academy of Natural Sciences

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience, quality of applications
- 3—Employee involvement
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, memberships, gala benefits

SAFECO Insurance Companies

SAFECO Plaza
Seattle, WA 98185

Corporate contact: Jill Ryan, Manager, Community Relations

Phone: (206) 545-5289

Information year: 1986

Contributions objectives: To improve the quality of life where employees live and work and enhance the Seattle area

Total contributions: \$2,354,400

Arts & culture: Total contributions, \$402,000

Health & welfare: Total contributions, \$338,100 (includes social concerns)

Education: Total contributions, \$385,000

Civic: Total contributions, \$279,000

Other: Total contributions, \$401,300 (United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 1%; home office, 82%; plant locations, 17%

Top non-home office locations for contributions: Chicago; Cincinnati; St. Louis; Portland; Canada

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—chairpersons of community involvement committee

Annual report on contributions: Yes

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, in-kind services are for United Way

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services, technical assistance is for United Way

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: Seattle Symphony Orchestra, Seattle Opera, Pacific Northwest Ballet, The Pennsylvania String Quartet

Kinds of support normally considered: Capital projects, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, support by other firms, quality of applications, gifts from individuals, artistic merit
- 2—Geographical location, matching grants, size of audience, coordination with similar groups, management capability, board of directors
- 3—Employee involvement, publicity value
- 5—Support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, dance, plays, performance tours, public TV/radio, memberships

Awards received for arts support: Business in the Arts Award, 1981

Safeguard Business Systems **400 Maryland Drive** **Fort Washington, PA 19034**

Corporate contact: Lori Brun, Administrator, Matching Gifts

Phone: (215) 641-5000

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Tucker, GA; Clearwater, FL; Alabama

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Application deadline: October (December 15 for matching gifts)

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
8-10

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Jaynie Grant, President, Grant Sector Management
Phone: (215) 545-1876

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

St. Joseph Light and Power Company

520 Francis Street
St. Joseph, MO 64502

Corporate contact: Robert L. Slater, Vice President, Public Affairs
Phone: (816) 233-8888

Information year: FY ending December 1986

Total contributions: \$90,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Non-home office contributions decisions:
Home and field offices jointly

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, performing arts

Recent examples of arts contributions recipients: Albrecht Art Gallery, Allied Arts Council of St. Joseph, St. Joseph Symphony Society, St. Joseph Community Concert Association

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, employee involvement, comparison with competition

The St. Paul Companies, Inc.

385 Washington Street
St. Paul, MN 55102

Corporate contact: Polly Voegeli, Grants Administrator
Phone: (612) 221-7875

Information year: 1985

Contributions objectives: To help create a stable, strong community environment which enhances the quality of life for employees and the public; to contribute to the solution of public problems by applying the company's unique skills and resources for the purpose of reducing economic and social costs which drain the company and its communities

Preferred charitable causes: Organizations in the East Metro area; programs and projects which address government budget cuts issues; projects or programs which leverage other monies and/or talent from the community

Total contributions: \$2,650,000

Arts & culture: Total contributions, \$362,000; largest contribution, \$110,000; number of contributions, 27

Health & welfare: Total contributions, \$814,000; largest contribution, \$25,600; number of contributions, 77

Education: Total contributions, \$587,500; largest contribution, \$160,000; number of contributions, 23

Civic: Total contributions, \$561,000; largest contribution, \$30,000; number of contributions, 51

Other: Total contributions, \$334,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 98%; office locations, 2%

Top non-home office locations for contributions: Minneapolis (West Metro Area); Minnesota

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: Yes

Application deadline: Two months prior to each meeting

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 8-16

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials, in-kind services are very limited

Technical assistance provided: Planning, accounting/fiscal management, legal, general management

ARTS SUPPORT

Preferred arts organizations/activities: Twin Cities Institutions

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera, arts support limited to state of Minnesota

Recent examples of arts contributions recipients: United Arts Fund, \$109,995, technical assistance support, planning and administration.; Twin Cities Public Television; Guthrie Theater, \$18,750, operating support; Children's Theater Company and School, \$7,400, counseling; Minnesota Opera Company, \$7,500, operating support

Kinds of support normally considered: General operating expenses, capital projects, special projects, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, artistic merit, management capability
- 2—Size of audience, coordination with similar groups, board of directors
- 3—Employee involvement, support by other firms, support by foundations/government
- 4—Publicity value, matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising

Salomon Inc
One New York Plaza
New York, NY 10004

Foundation/Trust:
The Salomon Foundation Inc

Corporate contact: Jane E. Heffner, Manager,
Corporate Contributions
Phone: (212) 747-7000

Information year: FY ending December 1986

Contributions objectives: To be good corporate
citizens and active in the broader community

Total contributions: \$4,091,874

Arts & culture: Total contributions, \$567,300

Health & welfare: Total contributions,
\$578,003

Education: Total contributions, \$1,403,271

Civic: Total contributions, \$1,076,399

Other: Total contributions, \$466,901

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, 10%; home office,
70%; office locations, 20%

**Top non-home office locations for
contributions:** Chicago; San Francisco; Dallas;
Boston; Atlanta

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—head of the office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, museums, performing
arts, public TV/radio, theater, symphony/
chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** American Ballet Theatre, \$2,500,
annual support; Los Angeles Museum of Art,
\$2,500, corporate member; Brooklyn Academy
of Music, \$2,500, annual support; Dallas
Ballet, \$1,000, annual support; Dance Theatre
of Harlem, \$1,500, annual support

Kinds of support normally considered: General
operating expenses

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, artistic merit, management
capability
- 2—Employee involvement, size of audience,
quality of applications, coordination with
similar groups, board of directors
- 3—Publicity value, support by other firms,
support by foundations/government, gifts
from individuals
- 4—Matching grants

Salt River Project
P.O. Box 52025
Phoenix, AZ 85072

Corporate contact: Daniel J. Scarpone,
Corporate Contributions
Phone: (602) 273-5298

Information year: FY ending May 1988

Total contributions: n/a

Arts & culture: Total contributions, 16%

Health & welfare: Total contributions, 40%
(United Way)

Education: Total contributions, 18%

Civic: Total contributions, 6%

Other: Total contributions, 20%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations, sales locations

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Home

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: First of year
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 2-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Phoenix Art Museum, Museum for Youth, Arizona Humanities Council, Phoenix Symphony

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community

2—Geographical location, support by other firms, coordination with similar groups, management capability

3—Employee involvement, publicity value, support by foundations/government, size of audience, quality of applications, artistic merit, board of directors

4—Gifts from individuals

5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, competitions, advertising, memberships, gala benefits

Santa Fe Southern Pacific Corporation Chicago, IL

Foundation/Trust:
Santa Fe Southern Pacific Foundation, Inc.
224 South Michigan Avenue
Chicago, IL 60604

Corporate contact: George D. Scheckel,
Executive Director and Vice President
Phone: (312) 786-6203

Information year: 1986

Total contributions: \$2,748,204

Arts & culture: Total contributions, \$443,000; largest contribution, \$75,000; number of contributions, 79

Health & welfare: Total contributions, \$1,181,475; largest contribution, \$25,000; number of contributions, 253

Education: Total contributions, \$867,985; largest contribution, \$75,000; number of contributions, 81

Civic: Total contributions, \$225,744; largest contribution, \$25,000; number of contributions, 57

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 25%; communities served by operating companies, 75%

Top non-home office locations for contributions: Los Angeles; Topeka, KS; Houston; San Francisco; Dallas

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Application deadline: September 1 for grants over \$20,000

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Orange County Performing Arts Center, \$100,000 (over 4 years), capital campaign; Dallas Ballet, \$5,000, operating support; Albuquerque Museum, \$1,000, operating support; Lyric Opera of Chicago, \$10,000, operating support; San Diego Repertory Theatre, \$5,000, "Go Like Sixty" outreach program to the elderly

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Employee involvement, support by other firms, support by foundations/government
- 3—Publicity value, size of audience, quality of applications, board of directors
- 4—Matching grants
- 5—Gifts from individuals, coordination with similar groups

Sara Lee Corporation Three First National Plaza Chicago, IL 60602

Corporate contact: Gretchen Miller Reimel, Manager, Contributions and Executive Director, Foundation
Phone: (312) 558-8448

Information year: FY ending June 1986

Contributions objectives: To support nonprofit organizations serving the disadvantaged and arts organizations; to fund organizations personally supported by employees

Preferred charitable causes: Disadvantaged; arts

Total contributions: \$2,590,339 (following information is for corporate office and foundation only, total contributions including divisions is \$4,542,837)

Arts & culture: Total contributions, \$907,207; largest contribution, \$110,000; number of contributions, 390

Health & welfare: Total contributions, \$1,103,907; largest contribution, \$220,000; number of contributions, 635

Education: Total contributions, \$522,512; largest contribution, \$25,000; number of contributions, 765

Civic: Total contributions, \$55,493; largest contribution, \$6,000; number of contributions, 23

Other: Total contributions, \$1,220; largest contribution, \$1,000; number of contributions, 4

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 33%; office locations, 67%

Top non-home office locations for contributions: Winston-Salem, NC; Cincinnati, OH; Stamford, CT; West Point, MS; Greenville, SC

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field—contribution contact

Annual report on contributions: Yes

Application deadline: The first working day of March, June, September and December

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions: 4-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services, Donate primarily through Second Harvest National Food Bank Network and Gifts In-Kind, Inc.

Technical assistance provided: board placement program for Chicago area only

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, \$150,000, Underwriting "A Day in the Country"/operating support; Ravinia Festival, \$112,000, underwriting 50th anniversary opening; Chicago International Theatre Festival, \$50,000, leadership grant; Lyric Opera of Chicago, \$40,000, Marilyn Horne Festival/operating expenses; Chicago Symphony Orchestra, \$20,000, operating support

Kinds of support normally considered: General operating expenses, special projects, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Matching grants, quality of applications, coordination with similar groups
- 3—Employee involvement, publicity value, size of audience, management capability, board of directors
- 4—Support by other firms, support by foundations/government, gifts from individuals

Awards received for arts support: Business in the Arts Award, 1984

Scott Paper Company
Scott Plaza I
Philadelphia, PA 19113

Foundation/Trust:
Scott Paper Company
Foundation

Corporate contact: Cynthia D. Giroud,
Manager of Corporate Social Investment
Phone: (215) 521-5000

Information year: 1986

Total contributions: \$2,017,207

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 10%; home office, 57%; plant locations, 28%; sales locations, 5%

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes
Annual report planned: Yes; for 1987

Application deadline: n/a
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Franklin Institute, Boston Museum of Fine Art, Pennsylvania Ballet, Philadelphia Museum of Art, Philadelphia Orchestra

Kinds of support normally considered: Special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Employee involvement, size of audience, artistic merit, management capability, board of directors
- 3—Publicity value, support by other firms, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Sea-Land Corporation

10 Parsonage Road
Menlo Park, NJ 08817

Corporate contact: Don O'Hare, Director of Public Affairs
Phone: (201) 558-6000

Information year: FY ending December 1986

Contributions objectives: To support maritime institutions with 501(c)(3) status at the national level and in areas where offices are located

Preferred charitable causes: Coast Guard; Navy League; Massachusetts Maritime Academy

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, tax identification number

Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: New York Foundation for the Arts, New Jersey Public Television

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, sponsorships through advertising/PR

G.D. Searle and Company
P.O. Box 5110
Chicago, IL 60080

Corporate contact: Noreen Riley, Manager,
Public Relations and Corporate Contributions
Phone: (312) 470-6717

Information year: 1985

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before September
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
10-12

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company
products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Museum of Contemporary Art (Chicago), Museum of Science and Industry, Chicago Historical Society

Kinds of support normally considered:
Endowment campaigns, special projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, matching grants
2—Impact on local community, quality of applications, management capability
3—Employee involvement, size of audience, artistic merit, board of directors
4—Publicity value, support by foundations/government, gifts from individuals, coordination with similar groups
5—Support by other firms

Sears, Roebuck and Co.
Sears Tower
Department 903 BSC 51-02
Chicago, IL 60684

Corporate contact: Stephanie S. Springs,
Director, Corporate Contributions
Phone: (312) 875-8337

Information year: 1986

Contributions objectives: The corporation and foundation operate separately. The corporation is primarily concerned with human social services and United Way Programs throughout the nation. The foundation conducts its own programs in areas of philanthropic interests approved by its board of directors with education as a primary concern.

Total contributions: \$19,500,000 (foundation, \$3,500,000)

Total contributions: \$19,500,000 (foundation, \$3,500,000)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, home office area and 9000 local areas

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Varies according to proposal

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, national organizations

Recent examples of arts contributions recipients: Family Communications, \$250,000, Mr. Roger's Neighborhood; Statue of Liberty/Ellis Island Foundation, \$1,000,000 (over 3 years); Art Institute of Chicago, \$80,000 (over 5 years); Field Museum of Natural History, \$700,000 (over 5 years); John F. Kennedy Center for the Performing Arts, \$10,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, size of audience, quality of applications, artistic merit, management capability, board of directors
- 2—Support by other firms
- 3—Coordination with similar groups
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Security Pacific National Bank **Los Angeles, CA**

Foundation/Trust:
Security Pacific Charitable Foundation
P.O. Box 2097, Terminal Annex
333 South Hope Street
Los Angeles, CA 90051

Foundation contact: Carol E. Taufer, President
Phone: (213) 613-6688

Information year: FY ending December 1986

Contributions objectives: To support broad-based community groups working to improve the well-being of local communities and dealing with major social service, higher educational, cultural and civic concerns particularly in California

Total contributions: \$4,908,571

Arts & culture: Total contributions, \$794,541; largest contribution, \$87,500; number of contributions, 184

Health & welfare: Total contributions, \$2,366,425; largest contribution, \$1,000,000; number of contributions, 327

Education: Total contributions, \$1,414,603; largest contribution, \$200,000; number of contributions, 144

Civic: Total contributions, \$220,390; largest contribution, \$25,000; number of contributions, 81

Other: Total contributions, \$90,062; largest contribution, \$10,000; number of contributions, 39

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 5%; state of California, 95%

Top non-home office locations for contributions: San Francisco; Orange County; San Diego; Riverside County; Sacramento

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Application deadline: July 15 for capital grants
Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, statement of non-discrimination

Weeks required for full review and decisions: 4-6 (except for capital which is considered in August each year with response in September)

Consider requests from organizations not currently being supported: No
Might again do so: 1988

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, \$15,000, operating support; Sacramento Symphony Association, \$5,000, operating support; KUSC (Public Radio), \$5,000, operating support; San Francisco Ballet, \$2,000, operating support; Orange County Performing Arts Center, \$87,500, capital grant

Kinds of support normally considered: General operating expenses, capital projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, support by other firms, coordination with similar groups, board of directors
- 3—Size of audience, quality of applications, artistic merit
- 4—Publicity value
- 5—Support by foundations/government, gifts from individuals

Seneca Foods

1162 Pittsford Victor Road
Pittsford, NY 14534

Corporate contact: Allen O'Neal, President of Eastern Division
Phone: (315) 926-4284

Information year: FY ending July 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Non-home office contributions decisions: Field office

Annual report on contributions: Yes

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 1

Consider requests from organizations not currently being supported: Yes

Shaklee Corporation
444 Market Street
Shaklee Terraces
San Francisco, CA 94111

Corporate contact: Karin Topping, Public Relations Director

Phone: (415) 954-2007

Information year: 1986

Preferred charitable causes: Health

Total contributions: \$629,500

Arts & culture: Total contributions, \$179,650; largest contribution, \$25,000; number of contributions, 13

Health & welfare: Total contributions, \$80,000; largest contribution, \$50,000; number of contributions, 6

Education: Total contributions, \$170,000; largest contribution, \$45,000; number of contributions, 12

Civic: Total contributions, \$40,000; largest contribution, \$15,000; number of contributions, 11

Other: Total contributions, \$159,850; largest contribution, \$50,000; number of contributions, 10

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 75%; plant locations, 5%

Top non-home office locations for contributions: Norman, OK; Washington, D.C.; New Jersey; Illinois; Southern California

Non-home office contributions decisions: Home office, home and plant director

Annual report on contributions: No

Annual report planned: No

Best time to apply: After October

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, fundraising strategies, literature, brochures
Weeks required for full review and decisions: 8-12

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

Contact: Marsha Figueroa, Public Relations Coordinator

Phone: (415) 954-2004

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: General management

ARTS SUPPORT

Preferred arts organizations/activities: Performing arts

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: San Francisco Opera, San Francisco Ballet, KQED (Public Television), Berkeley Repertory Theater, San Francisco Museum of Modern Art

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local community
- 2—Publicity value, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, coordination with similar groups
- 5—Gifts from individuals

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, public TV/radio, gala benefits

Shawmut Bank N.A. Boston, MA

Foundation/Trust:
Shawmut Charitable Foundation
One Federal Street
Boston, MA 02211

Foundation contact: Wyn Barnard,
Contributions Administrator
Phone: (617) 292-2000

Information year: FY ending December 1986

Total contributions: \$600,000

Arts & culture: Total contributions, 10%

Health & welfare: Total contributions, 11%

Education: Total contributions, 14%

Civic: Total contributions, 15% (includes welfare)

Other: Total contributions, 50% (United Way)

Scope of information: Foundation only³

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Application deadline: 2 weeks before end of quarter

Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions:
2-3 after end of quarter

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, computers

Technical assistance provided: Planning, accounting/fiscal management, legal, marketing, general management, design services

ARTS SUPPORT

Preferred arts organizations/activities:
Massachusetts Cultural Alliance

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Boston Symphony Orchestra, Boston Opera Company, Wang Center for Performing Arts, Boston Lyric Opera, Boston Ballet

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, coordination with similar groups, artistic merit, management capability, board of directors
- 2—Impact on local community, employee involvement, quality of applications
- 3—Size of audience
- 4—Support by other firms, matching grants
- 5—Publicity value, support by foundations/government, gifts from individuals

Shell Oil Company Houston, TX

**Foundation/Trust:
Shell Companies Foundation,
Inc.**

**P.O. Box 2099
Two Shell Plaza
Houston, TX 77252**

Foundation contact: Doris J. O'Connor, Senior Vice President
Phone: (713) 241-3616

Information year: 1986

Contributions objectives: The Foundation makes contributions for worthwhile charitable, scientific, educational, religious, or literary purposes. It endeavors to support soundly managed and operated organizations or causes which are fundamentally philanthropic, give service with broad scope and impact, aid all kinds of people, and contribute materially to the general welfare.

Preferred charitable causes: Education (post-secondary level); community funds (United Way and Red Cross); major health and welfare, arts and civic organizations at the local level in communities where there is significant Shell presence

Total contributions: \$17,437,396

Arts & culture: Total contributions, \$1,227,256; largest contribution, \$150,000; number of contributions, 172; median contribution, \$7,100

Health & welfare: Total contributions, \$3,595,235; largest contribution, \$1,450,000; number of contributions, 302; median contribution, \$11,900

Education: Total contributions, \$11,207,383; largest contribution, \$300,832; number of contributions, 4,192; median contribution, \$2,500

Civic: Total contributions, \$1,293,022; largest contribution, \$100,000; number of contributions, 124; median contribution, \$10,500

Other: Total contributions, \$114,500; largest contribution, \$50,000; number of contributions, 15; median contribution, \$7,600

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 7%; home office, 16%; field locations, 14%; national education education, 63%

Non-home office contributions decisions: Home office, board of directors for foundation grants

Annual report on contributions: Yes

Best time to apply: September
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, list of corporate donors and their level of support

Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Museum of Fine Arts (Houston), \$63,556, open the museum to the public at no cost on Thursday; Houston Lyric Theatre, \$1,500,000 (over 9 years), capital campaign; Houston Grand Opera, \$350,000 (over 5 years), artistic development fund; Pierpont Morgan Library, \$50,000 (over 2 years), "Age of Brugel" exhibition; National Trust for Historic Preservation, \$15,000, restoration of the plantation home "Shadows-on-the-Teche"

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit, management capability
- 2—Size of audience
- 3—Employee involvement, publicity value, quality of applications, board of directors
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Awards received for arts support: Business in the Arts Award, 1982, 1983, 1984, 1985

Simpson Investment Company
900 Fourth Avenue
Seattle, WA 98164

Foundation/Trust:
Matlock Foundation

Corporate contact: Joseph L. Leitzinger, Vice President, Public Affairs
Phone: (206) 292-5193

Information year: FY ending December 1986

Total contributions: \$752,736

Arts & culture: Total contributions, \$198,121; largest contribution, \$50,000; number of contributions, 74; median contribution, \$2,677

Health & welfare: Total contributions, \$296,780; largest contribution, \$40,000; number of contributions, 150; median contribution, \$1,979

Education: Total contributions, \$177,736; largest contribution, \$10,000; number of contributions, 134; median contribution, \$1,326

Civic: Total contributions, \$34,505; largest contribution, \$10,000; number of contributions, 40; median contribution, \$863

Other: Total contributions, \$45,594; largest contribution, \$8,000; number of contributions, 37; median contribution, \$1,232

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 15%; home office, 29%; plant locations, 52%

Top non-home office locations for contributions: State of Washington; Northern California; Arcata/Eureka, CA; Shelton/McCleary, WA; Oregon

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of calendar year

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Complete budget, IRS letter, application form, board list

Weeks required for full review and decisions:
3 if submitted 2 weeks prior to meeting

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Corporate Council for the Arts (Puget Sound), \$11,000; Cornish Institute, \$1,000; American Conservatory Theatre, \$10,000; Public Television, \$20,450; Seattle Art Museum, \$56,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, artistic merit, management capability
- 3—Employee involvement, matching grants, size of audience, quality of applications, board of directors
- 4—Publicity value, support by other firms, support by foundations/government
- 5—Gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, plays, performance tours, public TV/radio

Snap-on Tools Corporation Renosha, WI 53141

Corporate contact: Birge Whitmore, Public Relations
Phone: (414) 656-5200

Contributions objectives: Virtually all contributions are made from our world headquarters in Wisconsin to organizations in which employees are involved.

Total contributions: n/a

Snyder General Corporation 13600 Industrial Park Boulevard P.O. Box 1551 Minneapolis, MN 55440

Corporate contact: Fay Martin, Manager, Human Resources
Phone: (612) 553-5330

Information year: FY ending March 1987

Contributions objectives: To support the local community

Preferred charitable causes: United Way

Total contributions: \$6,000

Health & welfare: Total contributions, \$5,500 (United Way)

Other: Total contributions, \$500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Auburn, NY

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: No

In-kind Services and Technical Assistance

In-kind services provided: Performance space, meeting space

Sonat
P.O. Box 2563
Birmingham, AL 35202

Foundation/Trust:
The Sonat Foundation

Corporate contact: Sarrah W. Rankin, Assistant Vice President, Community Relations
Phone: (205) 325-7456

Information year: FY ending December 1986

Total contributions: \$1,200,000

Arts & culture: Total contributions, \$85,000

Health & welfare: Total contributions, \$187,000

Education: Total contributions, \$722,650

Civic: Total contributions, \$98,000

Other: Total contributions, \$70,900

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project, phone call, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, audited statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, general management, design services

ARTS SUPPORT

Preferred arts organizations/activities: Metropolitan Arts Council

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Impact on local community, employee involvement

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, festivals, public TV/radio, memberships, gala benefits

Southeast Banking Corporation
Miami, FL 33131

Foundation/Trust:
Southeast Banking Corporation
Foundation
One Southeast Financial Center
22nd Floor
Miami, FL 33131

Foundation contact: Robin Reiter, Director
Phone: (305) 375-7295

Information year: 1986

Total contributions: \$1,159,250

Arts & culture: Total contributions, \$262,750; largest contribution, \$25,000; number of contributions, 66

Health & welfare: Total contributions, \$656,950; largest contribution, \$300,000; number of contributions, 66

Education: Total contributions, \$198,650; largest contribution, \$90,000; number of contributions, 36

Other: Total contributions, \$40,900; largest contribution, \$10,000; number of contributions, 14

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations, primarily state of Florida

Top non-home office locations for contributions: Tampa; Orlando; Jacksonville; Fort Lauderdale

Non-home office contributions decisions: Home and field offices jointly, foundation board of trustees

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: September-October

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Coconut Grove Playhouse, \$25,000; Miami City Ballet, \$5,000; Historical Association of Southern Florida; Greater Miami Opera Association, \$25,000

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, artistic merit, management capability, board of directors, quality of project
- 2—Coordination with similar groups
- 3—Geographical location, employee involvement, support by foundations/government, size of audience
- 4—Publicity value, support by other firms, gifts from individuals
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Awards received for arts support: Governor's Award for Excellence in the Arts, 1986

**Southern California Gas
Company**
P.O. Box 3249, Terminal Annex
ML 109K
Los Angeles, CA 90051

Corporate contact: Leslie Forbes,
Contributions Administrator
Phone: (213) 689-2149

Information year: FY ending December 1986

Contributions objectives: Priority is given to
needy youth, senior citizens and minorities
through education

Total contributions: \$3,040,000

Arts & culture: Total contributions, \$285,000;
largest contribution, \$100,000; number of
contributions, 100

Health & welfare: Total contributions,
\$1,395,000; largest contribution, \$830,000;
number of contributions, 1,000

Education: Total contributions, \$489,000;
largest contribution, \$100,000; number of
contributions, 66

Civic: Total contributions, \$411,000; largest
contribution, \$50,000; number of contributions,
478

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, 90%; division
locations, 10%

Non-home office contributions decisions: Field
office, Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Best time to apply: June of preceding year

Written guidelines available: Yes

Preferred initial contact: Phone call, complete
proposal with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
8

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, opera

**Recent examples of arts contributions
recipients:** Orange County Music Center,
Music Center Unified Fund, Bilingual
Foundation of the Arts

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, technical assistance from company
personnel, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, support by other firms, quality
of applications, coordination with similar
groups, artistic merit, management
capability, board of directors
- 2—Employee involvement, size of audience,
gifts from individuals
- 3—Matching grants, support by foundations/
government
- 5—Publicity value

**Southwestern Bell
Corporation
St. Louis, MO**

**Foundation/Trust:
Southwestern Bell Foundation
One Bell Center
38-K-8
St. Louis, MO 63101**

Foundation contact: Chuck De Riemer,
Executive Director
Phone: (314) 235-7040

Information year: 1986

Preferred charitable causes: Health and
welfare; education; arts and culture

Total contributions: \$11,900,000

Arts & culture: Total contributions,
\$2,581,000; largest contribution, \$450,000

Health & welfare: Total contributions,
\$4,832,000

Education: Total contributions, \$2,665,000;
largest contribution, \$900,000

Civic: Total contributions, \$1,264,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, office
locations

**Top non-home office locations for
contributions:** Texas; Missouri; Oklahoma;
Kansas; Arkansas

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:
Field—manager

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, museums, national
organizations, performing arts, public TV/
radio, visual arts/crafts, theater, symphony/
chamber orchestra, dance, opera, project
oriented grants

**Recent examples of arts contributions
recipients:** National Gallery of Art, \$650,000,
Georgia O'Keeffe exhibition; Houston and St.
Louis Symphony Orchestras; Dance St. Louis;
State Ballet of Missouri, operating expenses;
Kansas Theatre Association

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, size of
audience, quality of applications,
coordination with similar groups, artistic
merit, management capability
- 2—Geographical location, employee
involvement, support by other firms,
matching grants
- 3—Publicity value, gifts from individuals,
board of directors
- 4—Support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Exhibitions, dance, performance tours

Sovran Bank, N.A.
Richmond, VA

Foundation/Trust:
Sovran Foundation, Inc.
12th and Main Streets
P.O. Box 26903
Richmond, VA 23261

Foundation contact: Elizabeth D. Seaman,
Secretary/Treasurer
Phone: (804) 788-2963

Information year: FY ending December 1986

Preferred charitable causes: United Way

Total contributions: \$1,365,634

Arts & culture: Total contributions, \$341,657;
largest contribution, \$33,333

Health & welfare: Total contributions,
\$40,345; largest contribution, \$175,000

Education: Total contributions, \$312,076;
largest contribution, \$25,000

Other: Total contributions, \$671,556 (includes
civic services and United Way)

Scope of information: Foundation only

Annual report on contributions: No

Best time to apply: Early fall for next year's
budget

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
Most decisions are made in December and
January for annual budget

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities: Local
museum, local performing arts

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

Kinds of support normally considered: General
operating expenses, capital projects,
endowment campaigns, special projects,
sponsorships through advertising/PR, technical
assistance from company personnel, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, coordination with similar
groups, artistic merit, management
capability, board of directors
- 2—Employee involvement, support by other
firms
- 3—Publicity value
- 4—Matching grants, support by foundations/
government, size of audience, gifts from
individuals

Staley Continental, Inc.
One Continental Towers
1701 Golf Road
Rolling Meadows, IL 60008

Foundation/Trust:
The Staley Continental
Foundation

Corporate contact: G. David Satterfield, Vice
President, Corporate Relations
Phone: (312) 981-1696

Information year: FY ending September 1986

Contributions objectives: To demonstrate our concern as a corporate citizen for the well-being of the communities where employees work and live and to support higher education through our matching gifts programs

Preferred charitable causes: Education; community services; civic and cultural

Total contributions: \$400,900

Arts & culture: Total contributions, \$36,300 (includes civic)

Health & welfare: Total contributions, \$29,700

Education: Total contributions, \$222,000

Other: Total contributions, \$10,500

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, office locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, theater, symphony/chamber orchestra, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, \$800; Chicago Symphony, \$3,000; Lyric Opera (Chicago), \$20,000; Orchestra of Illinois, \$1,500; Goodman Theatre, \$3,000

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Employee involvement

2—Geographical location

3—Impact on local community

4—Support by foundations/government

5—Support by other firms

Stanadyne, Inc.
100 Deerfield Road
Windsor, CT 06095

Foundation/Trust:
Stanadyne Foundation

Corporate contact: Hargreaves V. Tattersall III, Secretary and General Counsel
Phone: (203) 683-4532

Information year: FY ending December 1986

Contributions objectives: To contribute to organizations affecting communities where employees live and work

Total contributions: \$366,144

Arts & culture: Total contributions, \$17,725; largest contribution, \$5,000; number of contributions, 17

Health & welfare: Total contributions, \$178,284; largest contribution, \$5,000 (does not include United Way/Combined Health Appeal); number of contributions, 100

Education: Total contributions, \$86,460; largest contribution, \$2,500; number of contributions, 67

Civic: Total contributions, \$33,675; largest contribution, \$5,000; number of contributions, 45

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 36.8%; plant locations, 62.2%

Top non-home office locations for contributions: Hartford, CT; Elyria, OH; Sanford, NC; Trotwood/Marshall, IL; Garrett, IN

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Application deadline: October 1

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

Weeks required for full review and decisions:

Decisions communicated in January of following year

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Greater Hartford Arts Council, \$4,500, general support/capital campaign; Connecticut Opera Association, \$500, general support; Connecticut Public Television, \$9,000, general support/advertising; Bushnell Memorial Auditorium, \$5,000, First Century (restoration fund); Lee County, NC Arts Council, \$1,000, general support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

2—Geographical location, impact on local community

3—Employee involvement, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors

4—Publicity value, support by other firms

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising, memberships

**The Standard Register
Company
P.O. Box 1167
Dayton, OH 45401**

**Foundation/Trust:
The Sherman-Standard Register
Foundation**

Corporate contact: William P. Sherman, Vice President

Phone: (513) 443-1520

Information year: 1986

Contributions objectives: To promote and aid organizations that are leaders in educational, literary and charitable programs

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: Fall
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
8

Consider requests from organizations not
currently being supported: No

ARTS SUPPORT

Kinds of arts organizations/activities
supported: Community arts, museums,
performing arts, public TV/radio, symphony/
chamber orchestra, opera

Recent examples of arts contributions
recipients: Dayton Philharmonic, operating
support

Kinds of support normally considered: General
operating expenses

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local
community, content
- 2—Employee involvement, quality of
applications, management capability, board
of directors
- 3—Publicity value, size of audience, artistic
merit
- 4—Gifts from individuals, coordination with
similar groups
- 5—Support by other firms, matching grants,
support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public
TV/radio

Sterling Drug Inc.

90 Park Avenue
New York, NY 10016

Corporate contact: Kenneth S. Russell,
Secretary, Corporate Giving Committee
Phone: (212) 907-3087

Information year: 1986

Preferred charitable causes: United Way;
pharmacology grant; matching gifts

Total contributions: \$1,415,000

Arts & culture: Total contributions, \$137,050

Health & welfare: Total contributions,
\$394,623

Education: Total contributions, \$764,257

Civic: Total contributions, \$47,905

Other: Total contributions, \$101,600

Scope of information: Corporation only

Geographic areas encompassed by arts
contributions: National, 20%; home office,
45%; plant locations, 35%

Top non-home office locations for
contributions: New York City; Albany/
Rensselaer; Myerstown, PA; Bergen County,
NJ; McPherson, KS

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Last quarter of the year
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement
Weeks required for full review and decisions:
Up to 26

Consider requests from organizations not
currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Carnegie Hall, Lincoln Center, Saratoga Performing Arts Center, Whitney Museum, Circle in the Square

Kinds of support normally considered: General operating expenses

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, artistic merit, management capability
- 3—Support by other firms, size of audience, board of directors
- 4—Publicity value, quality of applications, coordination with similar groups
- 5—Matching grants, support by foundations/government, gifts from individuals

Subaru of America Cherry Hill, NJ

Foundation/Trust:
Subaru of America Foundation
P.O. Box 6000
Cherry Hill, NJ 08034

Foundation contact: Denise L. Schwartz,
Foundation Administrator
Phone: (609) 488-5099

Information year: FY ending October 1985

Contributions objectives: We endeavor to be responsible to the needs of the communities where we have employee presences.

Preferred charitable causes: Social welfare; health/hospitals; culture

Total contributions: \$320,337

Arts & culture: Total contributions, \$93,500; largest contribution, \$17,500; number of contributions, 36; median contribution, \$2,500

Health & welfare: Total contributions, \$142,840; largest contribution, \$10,000; number of contributions, 36; median contribution, \$2,500

Education: Total contributions, \$56,925; largest contribution, \$5,000; number of contributions, 22; median contribution, \$2,000

Civic: Total contributions, \$15,000; largest contribution, \$2,000; number of contributions, 12; median contribution, \$1,000

Other: Total contributions, \$12,072

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 15%; home office, 50%; office locations, 20%; matching gifts/special programs, 15%

Top non-home office locations for contributions: West Palm Beach, FL; San Antonio; Savage, MD; West Sacramento, CA; Irvine, CA

Non-home office contributions decisions: Home office, (also input from subsidiary office)

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12-16

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions

recipients: American Music Theatre Festival, \$3,000, festival in Philadelphia; Business Volunteers for the Arts, \$2,500, programs in South Jersey; Music Society of South Jersey, \$500, programs/operating support; Walnut Street Theatre, \$2,500, operating support; Philadelphia Museum of Art, \$2,500, operating support

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Support by other firms, support by foundations/government, quality of applications, artistic merit, management capability
- 3—Employee involvement, publicity value, size of audience, coordination with similar groups, board of directors
- 4—Matching grants, gifts from individuals

Syracuse Supply Company
5921 Court Street Road
P.O. Box 4814
Syracuse, NY 13221

Foundation/Trust:

Syracuse Supply Fund
c/o Central New York Community
Foundation
306 South Salina Street
Syracuse, NY 13202

Corporate contact: Earl Forsthoff, Vice President

Phone: (315) 463-9511

Information year: FY ending December 1986

Total contributions: \$42,915

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, branch locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions: 3-4 months

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: All types

Recent examples of arts contributions

recipients: Everson Museum of Art (Syracuse), Syracuse Symphony, Roberson Center for the Arts and Sciences (Binghamton, NY), Walker Art Center (Minneapolis), Syracuse Opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, quality of applications
- 2—Impact on local community, board of directors
- 3—Support by other firms, coordination with similar groups
- 5—Employee involvement, publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Tandy Corporation
1800 One Tandy Center
Fort Worth, TX 76102

Corporate contact: John Burnan, Vice President

Phone: (817) 390-3757

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; plant locations, 5%

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter of calendar year

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Arts Council of Fort Worth and Tarrant County, Fort Worth Art Association, Fort Worth Museum of Science and History, Public Communication Foundation for North Texas

Kinds of support normally considered: General operating expenses, capital projects, special projects, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, board of directors
- 2—Artistic merit, management capability
- 3—Employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, coordination with similar groups
- 4—Publicity value, gifts from individuals

Awards received for arts support: Texas Arts Award, 1987; Distinguished Arts Award of Texas, 1987

Tektronix, Inc.
Beaverton, OR

Foundation/Trust:
Tektronix Foundation
P.O. Box 500
Beaverton, OR 97077

Foundation contact: Tom Williams,
Administrator
Phone: (503) 643-8145

Information year: FY ending December 1985

Preferred charitable causes: Higher education
in Orgeon (engineering and computer
science); education scholarships/employee
matching gifts; social services/United Way

Total contributions: \$2,111,738

Arts & culture: Total contributions, \$90,885

Health & welfare: Total contributions,
\$658,295

Education: Total contributions, \$1,346,483

Civic: Total contributions, \$16,075

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations,
90%

Non-home office contributions decisions:
Home office, foundation trustees
Initial contact for non-home office request:
Home

Best time to apply: February, April, July,
September, December
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, phone call

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list
Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Performing arts, visual arts/crafts,
symphony/chamber orchestra, opera

**Recent examples of arts contributions
recipients:** Oregon Symphony Association,
\$25,000, program support; Portland Art
Association, \$17,000, program support;
Portland Opera Association, \$8,000, program
support

Kinds of support normally considered: General
operating expenses, capital projects, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location
3—Size of audience

The Telex Corporation
P.O. Box 1526
Tulsa, OK 74101

Corporate contact: E.G. Frank, Vice President
Phone: (918) 627-2333

Information year: FY ending March 1986

Preferred charitable causes: Education;
housing/hunger; United Way

Total contributions: \$727,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
contributors list

Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, performing arts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Tulsa Philharmonic, American Theater Company, Tulsa Ballet Theater, Tulsa Opera, Tulsa Arts and Humanities Council

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, support by other firms, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, publicity value, size of audience, quality of applications
- 5—Matching grants, support by foundations/government, gifts from individuals, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, memberships

Tenneco, Inc.
P.O. Box 2511
Houston, TX 77001

Corporate contact: Jo Ann Swinney, Director, Community Affairs
Phone: (713) 757-3930

Information year: FY ending December 1985

Contributions objectives: To support organizations in order to promote the company and reinforce its position on issues

Preferred charitable causes: Education; health and welfare

Total contributions: \$4,284,173

Arts & culture: Total contributions, \$534,500

Health & welfare: Total contributions, \$1,162,715

Education: Total contributions, \$1,666,383

Civic: Total contributions, \$913,061

Other: Total contributions, \$7,513

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 75%; office locations, plant locations

Top non-home office locations for contributions: Newport, VA; Evanston, IL; Bakersfield, CA; Deerfield, IL
Initial contact for non-home office request: Field—contributions coordinator

Annual report on contributions: No
Annual report planned: No

Application deadline: August
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions:

4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Planning, accounting/fiscal management, legal

ARTS SUPPORT

Preferred arts organizations/activities:

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Grand Opera, Houston Symphony Society, Houston Jazz Ballet, Houston Museum of Natural Science, Wortham Theatre

Kinds of support normally considered: Capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, publicity value, board of directors
- 2—Size of audience, artistic merit, management capability
- 3—Employee involvement, support by foundations/government, quality of applications, coordination with similar groups
- 4—Support by other firms
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising, gala benefits

Texas Eastern Corporation

P.O. Box 2521
Houston, TX 77252

Corporate contact: Lana Short, Manager of Community Relations
Phone: (713) 759-3500

Information year: FY ending December 1987

Preferred charitable causes: United Way; health and welfare

Total contributions: \$2,700,000

Arts & culture: Total contributions, \$421,000

Health & welfare: Total contributions, \$907,500

Education: Total contributions, \$233,000

Civic: Total contributions, \$418,500

Other: Total contributions, \$676,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, legal, marketing, general management, design services, technical assistance is limited

ARTS SUPPORT

Preferred arts organizations/activities: Visual arts, performing arts, museums

Kinds of arts organizations/activities supported: Community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Houston Symphony, Houston Museum of Fine Arts, Houston Museum of Natural Science, Houston Grand Opera

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, coordination with similar groups, artistic merit, management capability
- 3—Employee involvement, quality of applications
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals
- 5—Publicity value, size of audience, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, performance tours, festivals, public TV/radio, advertising

Awards received for arts support: Business Committee for the Arts Award, 1983, 1984

Texas Instruments, Inc. Dallas, TX

Foundation/Trust:
Texas Instruments Foundation
P.O. Box 655474 MS 232
Dallas, TX 75265

Foundation contact: Liston M. Rice, President
Phone: (214) 995-2011

Information year: 1986

Contributions objectives: To support organizations in which employees are involved

Preferred charitable causes: Education; health and welfare; research

Total contributions: \$1,300,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 60%; plant locations, 20%

Top non-home office locations for contributions: Tennessee; Massachusetts

Non-home office contributions decisions: Home office

Annual report on contributions: No
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, form 990
Weeks required for full review and decisions: 8-10

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Dallas Museum of Art, Public Television, Austin Museum of Art, Laguna Gloria Art Museum

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Board of directors
- 2—Geographical location, impact on local community, support by other firms, matching grants, artistic merit, management capability
- 3—Support by foundations/government, size of audience, quality of applications
- 4—Employee involvement, publicity value, gifts from individuals
- 5—Coordination with similar groups

**Texas International Co.
6525 North Meridian
Oklahoma City, OK 73116**

Corporate contact: Jo Ellen Blissit, Personnel Relations Representative
Phone: (405) 728-5100

Information year: 1986

Contributions objectives: To support local organizations which benefit the Oklahoma City area

Preferred charitable causes: Health and welfare; civic and social; education

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Best time to apply: Fall

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

**Texfi Industries, Inc.
P.O. 8400
Rocky Mount, NC 27804**

Corporate contact: Michael Miller, Vice President of Finance
Phone: (919) 443-5001

Information year: 1986

Total contributions: \$114,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, sales locations, New York

Non-home office contributions decisions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: September 30
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

ARTS SUPPORT

Recent examples of arts contributions recipients: Greensboro United Arts Council, Eastern Music Festival

Kinds of support normally considered: General operating expenses, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community
- 3—Employee involvement, publicity value, size of audience, quality of applications, artistic merit, management capability, board of directors
- 4—Support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio, advertising

Textron Inc. Providence, RI

Foundation/Trust:
Textron Charitable Trust
P.O. Box 878
Providence, RI 02901

Foundation contact: Delores A. Francis,
Manager, Corporate Contributions
Phone: (401) 421-2800

Information year: 1985

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, 34%; plant locations, 66%

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Rhode Island Philharmonic, Trinity Square Repertory Theater, Providence Performing Arts Center, Rhode Island School of Design Museum

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, support by other firms, matching grants, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit, management capability, board of directors
- 3—Publicity value

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising

3M
3M Center
St. Paul, MN 55144

Foundation/Trust:
Minnesota Mining &
Manufacturing Foundation, Inc.

Corporate contact: Eugene W. Steele,
Manager, Contributions Programs
Phone: (612) 733-8335

Information year: 1984

Contributions objectives: To enhance the quality of life throughout the nation through the support of civic, educational, health care, cultural and human service organizations and to contribute to the well-being of the communities 3M serves

Total contributions: \$19,012,970 (includes gifts-in-kind)

Arts & culture: Total contributions, \$1,431,827

Health & welfare: Total contributions, \$2,976,631

Education: Total contributions, \$9,748,759

Civic: Total contributions, \$3,249,779

Other: Total contributions, \$1,605,969
(federated and government/international)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: Quarterly

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

Technical assistance provided: Employee groups

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Ordway Music Theatre (St. Paul), Guthrie Theater, Ramsey United Arts Fund, Prairie du Chien Committee of Performing Arts, Science Museum of Minnesota

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Support by other firms, quality of applications, gifts from individuals, coordination with similar groups, management capability, board of directors
- 3—Publicity value, support by foundations/government, size of audience
- 4—Artistic merit
- 5—Matching grants

Time Incorporated
Time & Life Building
New York, NY 10020

Corporate contact: Emelda Cathcart, Director,
Corporate Contributions
Phone: (212) 586-1212

Information year: FY ending December 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Early fall
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Kinds of support normally considered: General operating expenses, special projects, international cultural exchange, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement, quality of applications, artistic merit, management capability
- 2—Impact on local community
- 3—Geographical location, size of audience, gifts from individuals, coordination with similar groups
- 4—Publicity value, support by foundations/government, board of directors
- 5—Support by other firms, matching grants

Time Insurance Company Milwaukee, WI

Foundation/Trust:

Time Insurance Foundation, Inc.
515 West Wells Street
Milwaukee, WI 53203

Corporate contact: Arlene Ehret, Vice President and Secretary
Phone: (414) 271-3011

Foundation contact: John Krick, President, Foundation
Phone: (414) 271-3011

Information year: 1986

Total contributions: \$216,624

Arts & culture: Total contributions, \$48,600; largest contribution, \$11,900; number of contributions, 18

Health & welfare: Total contributions, \$100,000; largest contribution, \$80,000; number of contributions, 56

Education: Total contributions, \$10,064; largest contribution, \$4,500; number of contributions, 38

Civic: Total contributions, \$8,200; largest contribution, \$5,000; number of contributions, 12

Other: Total contributions, \$49,760; largest contribution, \$2,000; number of contributions, 24

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, audited statement

Weeks required for full review and decisions:
Maximum 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated company products/services

Technical assistance provided: Marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: United Performing Arts Fund, \$10,000; Milwaukee Art Center, \$3,700; Wisconsin Heritages; Channels 10 and 36 (Public Television), \$10,962, NOVA; Artreach Milwaukee, \$500

Kinds of support normally considered: General operating expenses, endowment campaigns, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement
- 2—Size of audience, artistic merit, overlap of services
- 3—Quality of applications, management capability, board of directors
- 4—Publicity value, support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Memberships

Times Mirror
Times Mirror Square
Los Angeles, CA 90053

Foundation/Trust:
The Times Mirror Foundation

Corporate contact: Cindy M. Beyl, Manager,
Corporate Contributions
Phone: (213) 237-3945

Information year: 1986

Total contributions: \$5,937,478

Arts & culture: Total contributions, \$2,537,555; largest contribution, \$250,000; number of contributions, 89

Health & welfare: Total contributions, \$1,208,297; largest contribution, \$550,000; number of contributions, 73

Education: Total contributions, \$1,538,474; largest contribution, \$250,000; number of contributions, 68

Civic: Total contributions, \$653,147; largest contribution, \$125,000; number of contributions, 67

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, 2%; home office, 90%; plant locations, 8%

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: Yes

Application deadline: May 1 or October 15
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions:
8-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Los Angeles County Museum of Art, \$250,000, partial payment on \$1 million pledge to capital campaign; Music Center Unified Fund, \$200,000, payment on \$500,000 3-year pledge; Japanese American Cultural and Community Center, \$20,000, payment on \$40,000 2-year grant toward library expansion; Aman Folk Ensemble, \$5,000, general support; Craft and Folk Art Museum, \$5,000, general support

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit
- 2—Geographical location, support by other firms, support by foundations/government, size of audience, quality of applications, coordination with similar groups, management capability, board of directors
- 4—Employee involvement, publicity value, matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Festivals, memberships, gala benefits

Awards received for arts support: Business Committee for the Arts Award

Titanium Metals Corporation

P.O. Box 2824
Pittsburgh, PA 15230

Corporate contact: Dennis Kelley, Vice President of Finance
Phone: (412) 262-4200

Information year: FY ending December 1986

Contributions objectives: Contributions have been suspended due to budget cuts. Limited contributions by exception only

Total contributions: none

Scope of information: Corporation only

Requirements for applications: Narrative/letter

Consider requests from organizations not currently being supported: No

The Toro Company

8111 Lyndale Avenue South
Minneapolis, MN 55420

Corporate contact: Mary A. Elliott, Vice President, Public Affairs
Phone: (612) 887-8900

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Field office, Home and field offices jointly

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: August to February
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Guthrie Theater, Walker Art Institute, Society of Fine Arts, Minnesota Science Museum, Minnesota Orchestra Association

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, matching gifts to public television only

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement
- 2—Impact on local community, size of audience, coordination with similar groups
- 3—Publicity value, matching grants, quality of applications, gifts from individuals, artistic merit, management capability, board of directors
- 4—Support by other firms, support by foundations/government

Tracor, Inc.

6500 Tracor Lane
Austin, TX 78725

Corporate contact: Judith Newby, Vice President, Public Relations
Phone: (512) 926-2800

Information year: FY ending December 1986

Preferred charitable causes: Education; health and welfare; culture and arts

Total contributions: \$251,762

Arts & culture: Total contributions, \$28,350

Health & welfare: Total contributions, \$59,690

Education: Total contributions, \$108,969

Civic: Total contributions, \$32,986

Other: Total contributions, \$21,117

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, regional

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: August

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, city solicitation permit

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials

Technical assistance provided: Planning, accounting/fiscal management, marketing, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Ballet, \$2,892; Public Television, \$700; Symphony, \$5,050; Museums, \$9,542; Theater, \$4,800

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts, higher education for the arts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, artistic merit, management capability
- 2—Publicity value, size of audience, quality of applications, coordination with similar groups
- 3—Board of directors
- 4—Support by other firms
- 5—Matching grants, support by foundations/government, gifts from individuals

Transco Energy Company
P.O. Box 1396
Houston, TX 77251

Corporate contact: Beth Anne O'Connor,
Administrator, Corporate Contributions
Phone: (713) 439-2010

Information year: 1986

Contributions objectives: Transco's growing involvement in corporate philanthropy stems from our sense of commitment and responsibility to our community, a commitment we believe is in the best interest of Transco and its employees. We feel that the company that responds to the needs of its community will experience a healthier environment in which to conduct its business.

Preferred charitable causes: United Way; YMCA/YWCA; 4H Clubs

Total contributions: \$1,250,000

Arts & culture: Total contributions, \$328,674; largest contribution, \$25,000; number of contributions, 58; median contribution, \$5,000

Health & welfare: Total contributions, \$394,456; largest contribution, \$187,000; number of contributions, 59; median contribution, \$3,500

Education: Total contributions, \$309,414; largest contribution, \$25,000; number of contributions, 70; median contribution, \$3,000

Civic: Total contributions, \$179,431; largest contribution, \$25,000; number of contributions, 29; median contribution, \$5,000

Other: Total contributions, \$38,025 (includes youth); largest contribution, \$10,000; number of contributions, 20; median contribution, \$1,500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 95%

Top non-home office locations for contributions: New York City; Richmond, VA; Washington, D.C.; New Orleans, LA; Denver, CO

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—superintendent

Annual report on contributions: No

Annual report planned: No

Best time to apply: September-November

Written guidelines available: Yes

Preferred initial contact: Complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Exhibition space, meeting space

Technical assistance provided: General management

ARTS SUPPORT

Preferred arts organizations/activities: Houston Symphony, Museum of Fine Arts (Houston), Society for the Performing Arts

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, management capability
- 3—Support by other firms, board of directors
- 4—Size of audience, quality of applications, coordination with similar groups
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships:
\$142,000

Kinds of arts sponsorships supported:
Exhibitions, music concerts, dance, plays, public TV/radio, memberships, gala benefits

The Travelers Companies Hartford, CT

Foundation/Trust:
**The Travelers Companies
Foundation**
One Tower Square
Hartford, CT 06183

Foundation contact: Janet C. French,
Executive Director
Phone: (203) 277-6080

Information year: 1986

Contributions objectives: The Travelers Companies Foundation focuses on our four priority areas of giving. These areas include: health care and economic security for older Americans; youth education programs for young children in the Hartford school system, small business development and growth and Alternative Dispute Resolution.

Preferred charitable causes: Greater Hartford Arts Council; United Way of the Capital Area/Combined Health Appeal; Riverfront Recapture, Inc.

Total contributions: \$3,698,493

Arts & culture: Total contributions, \$379,424; largest contribution, \$130,000; number of contributions, 9; median contribution, \$25,000

Health & welfare: Total contributions, \$863,328; largest contribution, \$770,196; number of contributions, 13; median contribution, \$20,000

Education: Total contributions, \$440,172; largest contribution, \$10,000; number of contributions, 10; median contribution, \$5,000

Civic: Total contributions, \$267,000; largest contribution, \$100,000; number of contributions, 15; median contribution, \$20,000

Other: Total contributions, \$1,749,039; largest contribution, \$200,000; number of contributions, 80; median contribution, \$25,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, office locations

Top non-home office locations for contributions: Naperville, IL; Dallas; Atlanta; Albany, NY; Boston

Non-home office contributions decisions:
Home office

Initial contact for non-home office request:
Field—Contributions committee chair

Annual report on contributions: Yes

Best time to apply: August

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

Contact: Janice Thayer, Program Assistant
Phone: (203) 277-3185

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, public TV/radio

Recent examples of arts contributions recipients: Greater Hartford Arts Council, \$130,000, general support; Bushnell Fund for the First Century, \$50,000, capital campaign; Connecticut Humanities Council, \$10,000, Hartford's 350th Anniversary; Wadsworth Atheneum, \$35,000, "The Great River: Art & Society of the Connecticut Valley" exhibit; Old State House, \$14,000, "A Day of Living History" celebration

Kinds of support normally considered: General operating expenses, capital projects, sponsorships through advertising/PR, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, matching grants, management capability
- 2—Employee involvement, support by foundations/government
- 3—Support by other firms, size of audience, quality of applications, coordination with similar groups, artistic merit, board of directors
- 5—Publicity value, gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Claudia Marshall, Vice President, Advertising and Marketing
Phone: (203) 277-15500

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, dance, plays, advertising

Trinova Corporation **1705 Indian Wood Circle** **Maumee, OH 43537**

Foundation/Trust: **Trinova Philanthropic** **Foundation**

Corporate contact: Richard G. Rump, Manager, Financial Communications
Phone: (419) 891-2200

Information year: FY ending December 1985

Contributions objectives: To support the needs of areas in which we do business

Preferred charitable causes: Junior Achievement; higher education (matching gifts)

Total contributions: \$851,200

Arts & culture: Total contributions, \$148,985; largest contribution, \$40,000; number of contributions, est. 30; median contribution, \$1,000

Health & welfare: Total contributions, \$422,379; largest contribution, \$170,000; number of contributions, est. 50; median contribution, \$2,000

Education: Total contributions, \$157,360; largest contribution, \$15,500; number of contributions, est. 25; median contribution, \$1,000

Civic: Total contributions, \$77,193; largest contribution, \$10,000; number of contributions, est. 15; median contribution, \$500

Other: Total contributions, \$45,283; largest contribution, \$4,600; number of contributions, est. 20; median contribution, \$200

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 3.9%; home office, 30%; office locations, 33%; plant locations, 33%

Top non-home office locations for contributions: Jackson, MI; Troy, MI

Non-home office contributions decisions: Field office

Initial contact for non-home office request: Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list

Weeks required for full review and decisions: 8

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Toledo Museum of Art, \$40,000; Toledo Symphony, \$13,000; Michigan Opera Theater; WGTE Toledo (Public Television), \$15,500

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, quality of applications, management capability
- 2—Impact on local community, size of audience, artistic merit
- 3—Support by other firms, board of directors
- 5—Publicity value, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Public TV/radio

Twin Disc Incorporated
1328 Racine Street
Racine, WI 53403

Corporate contact: David H. Johnson,
Manager, Marketing
Phone: (414)634-1981

Information year: 1986

Contributions objectives: To support the Racine community

Total contributions: n/a

Arts & culture: Total contributions, 5%

Health & welfare: Total contributions, 25%

Education: Total contributions, 5%

Civic: Total contributions, 65%

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
application form, contributors list

Weeks required for full review and decisions:
2-4

**Consider requests from organizations not
currently being supported:** No

In-kind Services and Technical Assistance

Technical assistance provided: Advertising

ARTS SUPPORT

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, quality of applications
- 2—Employee involvement, support by other
firms, management capability
- 5—Publicity value, matching grants, support
by foundations/government, size of
audience, gifts from individuals,
coordination with similar groups, artistic
merit, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music
concerts, festivals, gala benefits

Tyco Laboratories, Inc. Tyco Park Exeter, NH 03833

Corporate contact: Irving Gutin, Vice
President, General Counsel, Clerk and
Assistant Secretary

Phone: (603) 778-7331

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Performing arts, public TV/radio

**Recent examples of arts contributions
recipients:** New Hampshire Public Television

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community
- 2—Quality of applications, gifts from
individuals, artistic merit, management
capability
- 3—Publicity value

USAir
Washington National Airport
Washington, D.C. 20001

Corporate contact: Dee Davis-Wells, Manager
of Administration
Phone: (703) 892-7095

Information year: FY ending December 1986

Contributions objectives: USAir considers all
requests and the individual needs of each
organization.

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Cities that USAir serves

Non-home office contributions decisions:
Home office

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
audited statement

Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Air transportation

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

Kinds of support normally considered: Capital
projects, endowment campaigns, special
projects, in-kind goods/services, international
cultural exchange, employee matching gifts

USG Corporation
Chicago, IL

Foundation/Trust:
The USG Foundation, Inc.
101 South Wacker Drive
Chicago, IL 60606

Foundation contact: Eugene Miller, President
Phone: (312) 321-3706

Information year: FY ending December 1986

Total contributions: \$984,922

Arts & culture: Total contributions, \$115,845;
largest contribution, \$11,000

Health & welfare: Total contributions,
\$300,736; largest contribution, \$154,546

Education: Total contributions, \$401,732;
largest contribution, \$55,400

Civic: Total contributions, \$133,809; largest
contribution, \$26,166

Other: Total contributions, \$32,800; largest
contribution, \$5,000

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** National, home office, office
locations, plant locations, sales locations,
Canada

**Top non-home office locations for
contributions:** Chicago

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—personnel

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 4 months

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Meeting space, donated materials

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Chicago Symphony Orchestra, The Art Institute of Chicago, National Corporate Fund for Dance, Lyric Opera of Chicago, American Council for the Arts

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, international cultural exchange, employee matching gifts

USX

Pittsburgh, PA

Foundation/Trust:

USX Foundation, Inc.

600 Grant Street

Room 6284

Pittsburgh, PA 15230

Foundation contact: William A. Gregory, Jr., Vice President and Executive Director, Foundation

Phone: (412) 433-5237

Information year: 1986

Preferred charitable causes: United Ways; education; social services

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 18%; home office, 34%; plant locations, 22%; sales locations, 11%

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Application deadline: January 15: public policy, April 15: education, July 15: social services

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

Technical assistance provided: Engineering training

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Pittsburgh Ballet Theatre, Pittsburgh Symphony Society, Arts for Exceptional Audiences, Iron Range Performing Arts Program (Minnesota), Museum of Modern Art

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, quality of applications, artistic merit, management capability
- 2—Impact on local community, employee involvement, size of audience, coordination with similar groups, board of directors
- 3—Publicity value, support by foundations/government
- 4—Support by other firms, gifts from individuals
- 5—Matching grants

Sponsorships through Advertising/Public Relations

Contact: Earl W. Mallick, Vice President of Public Affairs

Phone: (202) 857-0300

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, performance tours, competitions, festivals, public TV/radio, advertising, gala benefits

Union Carbide Corporation
39 Old Ridgebury Road
Danbury, CT 06817

Corporate contact: J.A. Hlavenka, Administrator of Contributions

Phone: (203) 794-6484

Information year: 1986

Preferred charitable causes: Higher education

Total contributions: \$2,700,000

Arts & culture: Total contributions, \$108,000; largest contribution, \$16,000; number of contributions, est. 30

Health & welfare: Total contributions, \$999,000; largest contribution, \$112,000; number of contributions, est. 100

Education: Total contributions, \$1,080,000

Civic: Total contributions, \$351,000; largest contribution, \$20,000; number of contributions, est. 80

Other: Total contributions, \$162,000; largest contribution, \$100,000; number of contributions, est. 10

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, 20%; home office, 20%; plant locations, 40%; sales locations, 20%

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request:

Field—plant manager/employee relations manager

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Phone call

Requirements for applications: Complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, national organizations, performing arts, theater, dance

Recent examples of arts contributions

recipients: Performing arts centers, museums, federated funds, teaching

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location
- 2—Impact on local community, employee involvement, size of audience, artistic merit, management capability
- 3—Quality of applications, coordination with similar groups
- 4—Matching grants, support by foundations/government, board of directors
- 5—Publicity value, support by other firms, gifts from individuals

Union Electric Company
P.O. Box 149
1901 Gratiot
St. Louis, MO 63166

Foundation/Trust:
Union Electric Company
Charitable Trust

Corporate contact: Patricia Barrett, Manager,
Community Services
Phone: (314) 554-2521

Information year: 1986

Contributions objectives: The Company's Charitable Contribution Policy states that the recognition of charitable needs must be a responsibility of Union Electric. Support is provided for a variety of community service programs and organizations.

Preferred charitable causes: Education; health and social services; programs that address the energy concerns of customers

Total contributions: \$1,335,337

Arts & culture: Total contributions, \$176,135; largest contribution, \$50,000; number of contributions, 42; median contribution, \$425

Health & welfare: Total contributions, \$477,650; largest contribution, \$275,000; number of contributions, 118; median contribution, \$1,000

Education: Total contributions, \$478,999; largest contribution, \$125,000; number of contributions, 101; median contribution, \$300

Civic: Total contributions, \$65,894; largest contribution, \$10,000; number of contributions, 182; median contribution, \$250

Other: Total contributions, \$136,656 (includes non-cash gifts); largest contribution, \$25,000; number of contributions, \$176,000

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 80%; office locations, plant locations, sales locations, , 99%

Top non-home office locations for contributions: Central Missouri; Southeast Missouri; Illinois; Iowa

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—district manager

Annual report on contributions: No
Annual report planned: Yes; for 1988

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions: 8-9

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

Technical assistance provided: Planning, accounting/fiscal management, general management

ARTS SUPPORT

Preferred arts organizations/activities: Arts and Education Fund of Greater St. Louis, arts councils/arts guilds

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Arts and Education Council of Greater St. Louis, \$35,000, operating support; National Museum of Transport, \$200, operating support; The Philharmonic Society of St. Louis, \$200, special program; Missouri Historical Society, \$5,000, capital campaign; St. Louis Symphony Society, \$5,000, operating support/special program

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, size of audience
- 2—Employee involvement, publicity value, support by other firms, support by foundations/government, coordination with similar groups, management capability
- 3—Matching grants, quality of applications, artistic merit
- 4—Board of directors
- 5—Gifts from individuals

Sponsorships through Advertising/Public Relations

Contact: Herman Leibovich, Manager, Advertising
Phone: (314) 621-3222

Estimated total budget for sponsorships: \$20,000

Kinds of arts sponsorships supported: Advertising, loaned executive (federated campaign)

Union Pacific Corporation
New York, NY

Foundation/Trust:
Union Pacific Foundation
345 Park Avenue
New York, NY 10154

Foundation contact: C.N. Olsen, President
Phone: (212) 418-7926

Information year: FY ending December 1986

Contributions objectives: Union Pacific Foundation grants are made primarily to private institutions of higher education, health, social welfare, and the arts, located in communities served by the Union Pacific companies: Union Pacific Railroad Company, Champlin Petroleum Company, Rocky Mountain Energy Company, and Upland Industries Corporation. The foundation is particularly interested in projects or programs that will either permanently reduce operating costs or produce increased income for the recipient.

Total contributions: \$6,736,000

Arts & culture: Total contributions, \$1,422,250; number of contributions, 220; median contribution, \$6,000

Health & welfare: Total contributions, \$3,262,190 (\$798,450 for health); number of contributions, 423 (92 for health); median contribution, \$7,000

Education: Total contributions, \$2,051,560; number of contributions, 185; median contribution, \$15,000

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Top non-home office locations for contributions: Nebraska; Missouri; Texas; Colorado; California

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Application deadline: August 15 for following year's budget

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, IRS Form 990

Weeks required for full review and decisions:
6 months from August 15 deadline

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: United Arts Omaha, \$115,000, operating support; Opera Theatre of St. Louis, \$15,000, to support six young American soloists for their debut appearances in the 1986 spring season; Amon Carter Museum (Fort Worth), \$8,000, to help produce newspaper advertisements; Colorado Philharmonic Orchestra (Evergreen, CO), \$5,000, building improvements; American Festival Ballet (Moscow, ID), \$6,000, sponsor performances

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, management capability
- 2—Impact on local community, employee involvement, support by other firms, support by foundations/government, size of audience, quality of applications, artistic merit, board of directors
- 3—Publicity value, coordination with similar groups
- 5—Matching grants, gifts from individuals

Awards received for arts support: Business in the Arts Award, 1986

United Bank of Denver, N.A. 1700 Broadway Denver, CO 80274

Corporate contact: William L. Funk, Vice President, Public Affairs
Phone: (303) 863-6366

Information year: 1986

Total contributions: \$523,460

Arts & culture: Total contributions, \$108,185; largest contribution, \$30,000; number of contributions, 62 (35 matching gifts)

Health & welfare: Total contributions, \$63,265

Education: Total contributions, \$72,669

Civic: Total contributions, \$149,340

Other: Total contributions, \$130,000 (United Way)

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 100%

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement, goals

Weeks required for full review and decisions:
4-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, performance space, meeting space, donated materials

Technical assistance provided: Public affairs counsel

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Denver Symphony Orchestra, \$30,000; Central City Opera House Association, \$8,500; Denver Art Museum, \$12,500; Denver Museum of Natural History, \$5,000; Colorado Children's Chorale, \$3,500

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, management capability
- 2—Publicity value, matching grants, board of directors
- 3—Geographical location, support by other firms, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, public TV/radio, advertising, special events

United Jersey Bank, N. A.
90 Nassau Street
Princeton, NJ 08540

Corporate contact: Susan Davis, Marketing Coordinator
Phone: (609) 987-3200

Information year: 1986

Contributions objectives: To support charitable causes that benefit local trade areas of United Jersey Bank

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, New Jersey

Annual report on contributions: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement
Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, accounting/fiscal management, marketing, general management, employee volunteers

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera, individual artists

Recent examples of arts contributions

recipients: Princeton Arts Council, Trenton Composers Guild, McCarter Theater (Princeton)

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Employee involvement, publicity value, support by other firms, size of audience, gifts from individuals, artistic merit, board of directors
- 3—Quality of applications
- 4—Coordination with similar groups
- 5—Matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:

Exhibitions, music concerts, dance, plays, public TV/radio, advertising, memberships, gala benefits

United Parcel Service Greenwich, CT

Foundation/Trust:

The UPS Foundation
51 Weaver Street
Building 5
Greenwich, CT 06830

Foundation contact: Joseph Tranfo,
Administrator, Foundation
Phone: (203) 622-6000

Information year: FY ending December 1986

Contributions objectives: To improve the quality of life with an emphasis on education, human welfare, health and medicine. Also, UPS has recently taken a special interest in the young emerging artist.

Total contributions: n/a

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Application deadline: June

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Preferred arts organizations/activities: Arts education, support for the young emerging artist

Kinds of arts organizations/activities supported: Arts centers, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Mannes College, Affiliated Artist, National Foundation for the Arts

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, quality of applications, management capability, board of directors
- 2—Support by other firms
- 3—Gifts from individuals, artistic merit
- 5—Geographical location, employee involvement, publicity value, matching grants, support by foundations/government, size of audience, coordination with similar groups

U.S. Bancorp

**111 SW Fifth Avenue
Portland, OR 97204**

Corporate contact: Linda Wright, Public Affairs Officer
Phone: (503) 275-5776

Information year: FY ending December 1986

Contributions objectives: To better the communities in which we serve; all requests are considered for health and welfare, civic and culture with special attention to education

Total contributions: \$1,000,000 est.

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: State of Oregon

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request: Field—branch manager

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, phone call

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list
Weeks required for full review and decisions: 4-8

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Oregon Symphony, Portland Opera, Portland Art Institute

Kinds of support normally considered: General operating expenses, capital projects, in-kind goods/services, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications, coordination with similar groups, artistic merit, management capability
- 2—Board of directors
- 3—Employee involvement, size of audience, gifts from individuals
- 4—Support by other firms
- 5—Publicity value, matching grants, support by foundations/government

**United States Tobacco
Company**
100 West Putnam Avenue
Greenwich, CT 06830

Corporate contact: Keith Rogers, Corporate
Contributions Administrator
Phone: (203) 661-1100

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations, sales locations, Fairfield

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
12

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

Technical assistance provided: Assist junior
achievement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, national organizations, performing
arts, public TV/radio, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera

Kinds of support normally considered: General
operating expenses, capital projects, special
projects, in-kind goods/services, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
matching grants, quality of applications,
artistic merit, management capability,
board of directors
- 2—Coordination with similar groups
- 3—Publicity value
- 5—Support by other firms, support by
foundations/government, size of audience,
gifts from individuals

**Sponsorships through Advertising/Public
Relations**

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported:
Advertising, product donations

**United States Trust
Company of New York**
New York, NY

Foundation/Trust:
**United States Trust Company of
New York Foundation**
45 Wall Street
New York, NY 10005

Foundation contact: Carol A. Strickland, Vice
President and Secretary
Phone: (212) 806-4500

Information year: 1986

Total contributions: \$350,695

Arts & culture: Total contributions, \$93,434; largest contribution, \$13,000; number of contributions, 19; median contribution, \$3,000

Health & welfare: Total contributions, \$96,000; largest contribution, \$47,000; number of contributions, 11; median contribution, \$3,000

Education: Total contributions, \$114,761; largest contribution, \$15,000; number of contributions, 7 (excluding matching gifts); median contribution, \$3,800 (excluding matching gifts)

Civic: Total contributions, \$46,500; largest contribution, \$6,000; number of contributions, 13; median contribution, \$3,500

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, 5%; home office, 90%; office locations, 5%

Top non-home office locations for contributions: Palm Beach; Los Angeles

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: Yes

Application deadline: January-April

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions:

Decisions made quarterly. Winter: arts and health and welfare, summer: education, fall: civic

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions

recipients: Lincoln Center, \$5,000, operating support; The Whitney Museum of American Art, \$10,000, corporate membership; Concert Artist Guild, \$12,000, fund winner at annual competition; Vietnam Veterans Ensemble Theatre Company, \$2,500, operating support; WNET (Public Television), \$5,000, operating support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, employee involvement, artistic merit, management capability
- 2—Impact on local community, board of directors
- 3—Quality of applications, coordination with similar groups
- 4—Publicity value, support by other firms, size of audience
- 5—Matching grants, support by foundations/government, gifts from individuals

U S West Corporation Inc. **7800 East Orchard Road** **Englewood, CO 80111**

Corporate contact: Theresa Montoya, Manager, Community Affairs

Phone: (303) 793-6686

Information year: 1986

Contributions objectives: Support is given on a regional basis where U S West, Mountain Bell, Northwest Bell, and Pacific Northwest Bell serve. Support is given to national organizations only if chapters are located in these service areas.

Total contributions: \$1,600,000

Arts & culture: Total contributions, \$165,000

Education: Total contributions, \$480,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations
Initial contact: for non-home office request:
Field—executive director of foundation
(Mountain Bell, Northwest Bell), manager of
contributions (Pacific Northwest Bell)

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
literature, museums, national organizations,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance, film/video, opera

Kinds of support normally considered:
Endowment campaigns, special projects, in-
kind goods/services, sponsorships through
advertising/PR, employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**
1—Geographical location, impact on local
community, artistic merit
2—Publicity value, matching grants,
coordination with similar groups,
management capability, board of directors
3—Employee involvement, support by other
firms, support by foundations/government,
size of audience, quality of applications
4—Gifts from individuals

United Technologies Corporation

United Technologies Building Hartford, CT 06101

Corporate contact: Gordon Bowman, Director,
Corporate Creative Programs
Phone: (203) 728-7905

Information year: 1985

Contributions objectives: To enhance the
health, education and quality of life for
employees and their neighbors

Preferred charitable causes: Education
(scientific and technical); health care cost
containment; programs with a high employee
volunteer component

Total contributions: \$11,808,639

Arts & culture: Total contributions,
\$2,326,671; largest contribution, \$215,000;
number of contributions, 79 (does not include
matching gifts); median contribution, \$30,000

Health & welfare: Total contributions,
\$2,260,914; largest contribution, \$525,000;
number of contributions, 97 (does not include
matching gifts); median contribution, \$10,000

Education: Total contributions, \$5,415,861;
largest contribution, \$700,000; number of
contributions, 43 (does not include matching
gifts); median contribution, \$8,000

Civic: Total contributions, \$769,587; largest
contribution, \$70,000; number of contributions,
31 civic and 17 minority; median contribution,
\$10,000

Other: Total contributions, \$137,000; largest
contribution, \$50,000; number of contributions,
50; median contribution, \$5,100

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** International, 10%; national,
80%; home office, 10%

**Top non-home office locations for
contributions:** Massachusetts; Washington, D.C.;
New York; Storrs, CT; Yale University

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Home

Annual report on contributions: Yes

Application deadline: September 15
Written guidelines available: No

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter
Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

Preferred arts organizations/activities: Graphic
arts, museums (sponsor shows)

**Kinds of arts organizations/activities
supported:** Arts centers, community arts,
museums, national organizations, public TV/
radio, visual arts/crafts, theater, film/video

**Recent examples of arts contributions
recipients:** National Museum of Women In
The Arts, \$260,000, founding member/support
exhibition "American Women Artists
1830-1930"; Metropolitan Museum of Art,
\$1,400,000, Degas exhibition in US, Canada
and France; Denver Art Museum, \$100,000,
tour of Native American Art exhibition in
France and Germany; Connecticut Opera,
\$38,000, support and promote opera in
Hartford; Hartford Ballet, \$38,000, support
and promote ballet in Hartford

Kinds of support normally considered: Capital
projects, special projects, international cultural
exchange, sponsorships through advertising/PR,
employee matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, publicity value,
management capability
- 2—Impact on local community, artistic merit
- 3—Matching grants, size of audience, board of
directors
- 4—Employee involvement, support by
foundations/government, quality of
applications
- 5—Support by other firms, gifts from
individuals, coordination with similar
groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships:
\$900,000

Kinds of arts sponsorships supported:
Exhibitions, music concerts, public TV/radio,
advertising

Awards received for arts support: Connecticut
Art Directors Award, 1980, 1981

United Telecommunications, Inc.

**2330 Johnson Drive
Shawnee Mission, KS 66205**

Corporate contact: Charles W. Battey, Vice
Chairman

Phone: (913) 676-3312

Information year: 1986

Preferred charitable causes: Arts; education

Total contributions: \$958,182

Arts & culture: Total contributions, \$316,787;
largest contribution, \$150,000; number of
contributions, 23; median contribution,
\$13,700

Health & welfare: Total contributions,
\$169,500; largest contribution, \$69,000;
number of contributions, 20; median
contribution, \$84,000

Education: Total contributions, \$185,077; largest contribution, \$12,500; number of contributions, 45; median contribution, \$4,000

Civic: Total contributions, \$221,400; largest contribution, \$15,000; number of contributions, 34; median contribution, \$6,500

Other: Total contributions, \$65,418; largest contribution, \$11,000; number of contributions, 22; median contribution, \$500

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Field office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, audited statement

Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting space, donated materials, donated company products/services

Technical assistance provided: Accounting/fiscal management, general management

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Lyric Opera, \$9,000, productions; Performing Arts Foundation, \$5,000, renovation of theater; Mid-America Arts Alliance, \$7,000, touring arts groups; Kansas City Ballet, \$45,000, productions; Starlight Theater, \$5,659, 50/50 program for employees tickets

Kinds of support normally considered: Capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, management capability
- 3—Coordination with similar groups
- 4—Support by other firms, size of audience, quality of applications, gifts from individuals, board of directors
- 5—Publicity value, matching grants, support by foundations/government

Universal Leaf Tobacco Company, Inc.
P.O. Box 25099
Richmond, VA 23260

Foundation/Trust:
Universal Leaf Tobacco Company, Inc. Foundation

Corporate contact: Nancy G. Powell, Manager, Corporate Relations
Phone: (804) 359-9311

Information year: FY ending June 1986

Preferred charitable causes: United Way of Greater Richmond; Virginia Independent College Fund; Metropolitan Foundation/Richmond Renaissance

Total contributions: \$460,664

Arts & culture: Total contributions, \$71,170

Health & welfare: Total contributions, \$79,796

Education: Total contributions, \$185,905

393

Civic: Total contributions, \$53,184

Other: Total contributions, \$70,609 (includes \$57,354 in contributions from other affiliated companies.)

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: International, 1%; national, 3%; home office, 84%; office locations, 6%; plant locations, 6%

Top non-home office locations for contributions: North Carolina; South Carolina; Kentucky; New York (national offices for area groups); Washington, D.C. (national offices for area groups)

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter describing project, complete proposal with budget

Requirements for applications: Narrative/letter, IRS letter, audited statement
Weeks required for full review and decisions: 3-4

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services, volunteer executives and staff teach special projects

ARTS SUPPORT

Preferred arts organizations/activities: Theatre Virginia, Richmond Symphony, Richmond Ballet

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Lincoln Center for Performing Arts, \$10,000; Richmond Ballet, \$2,000; Richmond Symphony, \$5,000; Valentine Museum, \$8,500; Federated Arts Council of Richmond, \$4,000

Kinds of support normally considered: General operating expenses, special projects, sponsorships through advertising/PR, technical assistance from company personnel, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit, management capability
- 2—Geographical location, employee involvement, support by other firms, size of audience, quality of applications, gifts from individuals, board of directors
- 3—Publicity value, matching grants, support by foundations/government, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Dance, plays, performance tours, public TV/radio, advertising, gala benefits

The Upjohn Company

7000 Portage Road
Kalamazoo, MI 49001

Corporate contact: Vickie G. Heerlyn,
Manager, Corporate Contributions
Phone: (616) 323-4337

Information year: 1986

Total contributions: \$4,200,000

Arts & culture: Total contributions, \$60,000 (local only)

Health & welfare: Total contributions, \$686,000

Education: Total contributions, \$2,919,000

Civic: Total contributions, \$479,000 (local only)

Other: Total contributions, \$56,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: Minimum 1 month

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Preferred arts organizations/activities: Most arts contributions are to local organizations in communities in which Upjohn employees reside.

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Civic Theater (Kalamazoo), Art Institute (Kalamazoo), Kalamazoo Symphony, Kalamazoo Arts Council

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement, management capability

2—Support by foundations/government, quality of applications, gifts from individuals, coordination with similar groups

3—Publicity value, support by other firms, matching grants, size of audience, artistic merit, board of directors

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

VF Corporation **1047 North Park Road** **Wyomissing, PA 19610**

Corporate contact: Lori Tarnoski, Vice President and Corporate Secretary

Information year: FY ending December 1986

Contributions objectives: To support organizations in areas where the company has established operations

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations

Top non-home office locations for contributions: Kansas; Virginia

Non-home office contributions decisions: Field office, unless amount exceeds their budget, then it is referred to the home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: September

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Reading Symphony, Berks Ballet

Kinds of support normally considered: Capital projects, endowment campaigns, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by foundations/government
- 2—Quality of applications, gifts from individuals, artistic merit, management capability
- 3—Employee involvement, publicity value, matching grants, size of audience, coordination with similar groups, board of directors
- 4—Support by other firms

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, plays, festivals, public TV/radio, advertising

Valspar Corporation
101 South Third Street
Minneapolis, MN 55440

Foundation/Trust:
Valspar Foundation
P.O. Box 1461
Minneapolis, MN 55415

Foundation contact: Joanne Smith, Foundation Consultant
Phone: (612) 332-7371

Information year: FY ending September 1986

Preferred charitable causes: Social service/United Way; restoration projects; education

Total contributions: \$350,000

Arts & culture: Total contributions, \$30,000

Health & welfare: Total contributions, none

Education: Total contributions, \$60,000

Civic: Total contributions, \$35,000

Other: Total contributions, \$200,000 (United Way)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: National, home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Rockford, IL; Kansas City; Fort Wayne, IN; Baltimore; Pittsburgh

Non-home office contributions decisions: Home office

Annual report on contributions: Yes

Application deadline: October 1

Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, certification of 501(c)(3) status

Weeks required for full review and decisions: 4-6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated company products/services

Technical assistance provided: Planning

ARTS SUPPORT

Preferred arts organizations/activities: Theater, art galleries

Kinds of arts organizations/activities supported: All types

Recent examples of arts contributions recipients: Local Theaters, restoration; Minnesota Opera, \$1,000, general support; Orchestral Association, \$3,000, general support; Walker Arts Center, \$3,000, general support

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects, in-kind goods/services, international cultural exchange

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Quality of applications, coordination with similar groups, management capability
- 3—Employee involvement, support by foundations/government, size of audience
- 4—Gifts from individuals
- 5—Publicity value, support by other firms, matching grants, board of directors

Van Dorn Company

2700 East 79th Street
Cleveland, OH 44104

Foundation/Trust: **Van Dorn Foundation**

Corporate contact: L.C. Jones, Chairman and Chief Executive Officer
Phone: (216) 361-5234

Foundation contact: Robert Kundmuller, Treasurer

Information year: 1986

Preferred charitable causes: Education; health; arts

Total contributions: \$202,205

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, 90%; plant locations, 10%

Non-home office contributions decisions: Field office

Annual report on contributions: No
Annual report planned: No

Best time to apply: Before mid-December
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form
Weeks required for full review and decisions: 6

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts centers, community arts, literature, museums, performing arts, public TV/radio

Recent examples of arts contributions

recipients: Cleveland Art Museum, Cleveland Play House, Musical Arts Association (Cleveland Orchestra), Cleveland Health Museum

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, artistic merit
- 2—Geographical location, publicity value, support by other firms, management capability, board of directors
- 3—Size of audience, quality of applications, coordination with similar groups
- 4—Gifts from individuals
- 5—Employee involvement, matching grants, support by foundations/government

Victoria Bank and Trust Company

One O'Connor Plaza
Victoria, TX 77902

Corporate contact: Carolyn Whitehead,
Assistant Vice President
Phone: (512) 574-5421

Information year: FY ending December 1986

Preferred charitable causes: United Way

Total contributions: \$100,000

Arts & culture: Total contributions, \$9,485; largest contribution, \$4,000; number of contributions, 9; median contribution, \$1,000

Health & welfare: Total contributions, \$3,400; largest contribution, \$1,000; number of contributions, 16; median contribution, \$60

Education: Total contributions, \$5,500; largest contribution, \$1,000; number of contributions, 23; median contribution, \$343

Civic: Total contributions, \$3,200; largest contribution, \$250; number of contributions, 23; median contribution, \$140

Other: Total contributions, \$74,950; largest contribution, \$15,000; number of contributions, 68; median contribution, \$1,100

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Prior to August 1 for coming year

Written guidelines available: No

Preferred initial contact: Personal visit

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement, statement of purpose

Weeks required for full review and decisions: 1 on requests over \$500

ARTS SUPPORT

Kinds of arts organizations/activities

supported: Arts councils/united arts funds, community arts, museums, performing arts, visual arts/crafts, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions

recipients: Regional Museum, Open Door Creativity Center, Victoria Symphony Guild, Theater Group, Madrigal Singers

Kinds of support normally considered: General operating expenses, capital projects, special projects

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Size of audience, quality of applications, coordination with similar groups, management capability
- 3—Employee involvement, publicity value, support by other firms, artistic merit, board of directors
- 4—Gifts from individuals
- 5—Matching grants, support by foundations/government

Virginia Power Company

P.O. Box 26666

Richmond, VA 23261

Corporate contact: Suzanne F. Lewis,

Contributions Administrator

Phone: (804) 771-4417

Information year: 1986

Total contributions: \$1,201,598

Arts & culture: Total contributions, \$110,000;
largest contribution, \$30,000

Health & welfare: Total contributions,
\$673,128; largest contribution, \$170,000

Education: Total contributions, \$276,537;
largest contribution, \$45,000

Civic: Total contributions, \$141,933; largest
contribution, \$20,000

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations,
service area

**Top non-home office locations for
contributions:** Northern division; southern
division; eastern division; western division

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field—division vice president

Annual report on contributions: No

Annual report planned: No

Best time to apply: January

Written guidelines available: Yes

Preferred initial contact: Complete proposal
with budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form,
board list, contributors list, audited statement

Weeks required for full review and decisions:
4

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/unity
arts funds, community arts, museums,
performing arts, public TV/radio, theater,
symphony/chamber orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Richmond Symphony, Virginia
Museum of Fine Arts, Richmond Ballet, The
Wolf Trap Foundation

Kinds of support normally considered: General
operating expenses, capital projects, in-kind
goods/services, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)

- 1—Geographical location, impact on local community
- 2—Publicity value, size of audience, quality of applications, artistic merit, management capability, board of directors
- 3—Employee involvement, coordination with similar groups
- 4—Support by other firms, support by foundations/government, gifts from individuals
- 5—Matching grants

Volkswagen of America Inc.
P.O. Box 3951
Troy, MI 48007

Corporate contact: Thomas McDonald,
Chairman, Corporate Contributions Committee
Phone: (313) 362-6120

Information year: 1987

Contributions objectives: Emphasis of contributions program is education and special projects. (Formal guidelines are in the process of being developed.)

Total contributions: \$500,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Written guidelines available: No

Preferred initial contact: Query letter describing project

Weeks required for full review and decisions:
Applications reviewed quarterly

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Founders Society of Detroit
Institute of Art, Orchestra Hall (Detroit)

Kinds of support normally considered: Capital projects, special projects

The Wachovia Corporation
P.O. Box 3099
301 North Main Street
Winston-Salem, NC 27150

Corporate contact: John F. McNair, III, Vice
Chairman of the Board
Phone: (919) 770-6181

Information year: 1985

Preferred charitable causes: United Way

Total contributions: \$2,350,000

Arts & culture: Total contributions, \$300,000; largest contribution, \$109,000; number of contributions, 19

Health & welfare: Total contributions, \$1,200,000; largest contribution, \$500,000; number of contributions, 67

Education: Total contributions, \$235,000; largest contribution, \$40,000; number of contributions, 21 (plus matching gifts)

Civic: Total contributions, \$490,000; largest contribution, \$260,000; number of contributions, 18

Other: Total contributions, \$125,000; largest contribution, \$10,000

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Office locations

Non-home office contributions decisions:
Home and field offices jointly

Initial contact for non-home office request:
Field

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, IRS letter, board list, contributors list

Weeks required for full review and decisions:

4

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance

Recent examples of arts contributions recipients: Performing Arts Center of Winston-Salem, United Arts Councils, North Carolina Museum of Art, Old Salem, Inc.

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, support by other firms, gifts from individuals, board of directors
- 2—Size of audience, coordination with similar groups
- 3—Employee involvement, management capability
- 4—Quality of applications
- 5—Publicity value, matching grants, support by foundations/government

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Advertising

Walgreen Company Deerfield, IL

Foundation/Trust:
Walgreen Benefit Fund
200 Wilnot Road
Deerfield, IL 60015

Foundation contact: Ed King, Director of Governmental and Public Affairs

Information year: FY ending August 1986

Contributions objectives: To support a wide variety of activities in communities where stores are located

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: Home office, store locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 4

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Art Institute of Chicago, Chicago Ballet, Chicago Opera Theatre

Kinds of support normally considered: General operating expenses, capital projects, endowment campaigns, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, management capability
- 2—Support by other firms, support by foundations/government, board of directors
- 3—Employee involvement, matching grants, size of audience, quality of applications
- 4—Publicity value, gifts from individuals, coordination with similar groups

The Walt Disney Company Burbank, CA

Foundation/Trust:
The Disney Foundation
500 South Buena Vista Street
Burbank, CA 91521

Corporate contact: T.J. Baptie, Director,
Community Relations
Phone: (818) 840-1000

Foundation contact: Doris Smith, Vice
President and Corporate Secretary
Phone: (818) 804-1000

Information year: 1986

Contributions objectives: Most contributions
are in communities in which we do business:
Orlando, Anaheim and Los Angeles.

Preferred charitable causes: Arts education

Total contributions: n/a

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, office locations

**Top non-home office locations for
contributions:** Orlando, FL; Anaheim, CA; Los
Angeles

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—manager public relations (Orlando),
manager community relations (Anaheim)

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
8-12

**Consider requests from organizations not
currently being supported:** Yes

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, literature,
museums, performing arts, visual arts/crafts,
theater, symphony/chamber orchestra, dance,
film/video, opera, individual artists

**Recent examples of arts contributions
recipients:** California Institute of the Arts

Kinds of support normally considered: Special
projects, international cultural exchange

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement, artistic
merit, management capability
 - 2—Size of audience, quality of applications,
board of directors
 - 3—Coordination with similar groups
 - 4—Support by other firms, matching grants
 - 5—Publicity value, support by foundations/
government, gifts from individuals
-
-

Jim Walter Corporation 1500 North Dale Mabry Highway Tampa, FL 33607

Corporate contact: Kendall Baker,
Administrator
Phone: (813) 871-4630

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** National, plant locations

Non-home office contributions decisions:
Home and field offices jointly
Initial contact for non-home office request:
Field—local plant manager

Annual report on contributions: No
Annual report planned: No
Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, audited statement

Weeks required for full review and decisions:

4

ARTS SUPPORT

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

1—Geographical location, impact on local community, employee involvement

3—Support by foundations/government

5—Publicity value, support by other firms, matching grants

Warnaco Inc. **90 Park Avenue** **New York, NY 10016**

Corporate contact: Carol Leslie, Vice President, Corporate Communications
Phone: (212) 661-1300

Information year: FY ending December 1986

Contributions objectives: Contributions are given only in communities where facilities are located.

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, plant locations

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter

Consider requests from organizations not currently being supported: Yes

Warner Communications, Inc.

75 Rockefeller Plaza
New York, NY 10019

Foundation/Trust:
Warner Communications
Foundation Inc.

Corporate contact: Mary E. McCarthy, Director, Corporate Contributions
Phone: (212) 484-7554

Information year: 1986

Contributions objectives: Warner is currently operating a small charitable program fulfilling past pledges

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: National, home office, greater New York

Non-home office contributions decisions:

Home and field offices jointly

Initial contact for non-home office request: Home

Annual report on contributions: No

Annual report planned: No

Best time to apply: First quarter

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 6-8

Consider requests from organizations not currently being supported: No

Warner Lambert
Morris Plains, NJ 07417

Foundation/Trust:
Warner Lambert Foundation

Corporate contact: Ewart Thomas, Director,
Public and Community Affairs
Phone: (201) 540-2243

Information year: 1986

Total contributions: n/a

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** National, home office, plant
locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: Summer
Written guidelines available: No

Requirements for applications: Narrative/letter,
complete budget, board list, audited statement
Weeks required for full review and decisions:
8

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts councils/united arts funds,
community arts, museums, performing arts,
public TV/radio

**Recent examples of arts contributions
recipients:** New Jersey Ballet, American Dance
Theater, Lincoln Center, Kennedy Center,
New Jersey Symphony

Kinds of support normally considered: General
operating expenses, special projects

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Impact on local community, employee
involvement
 - 2—Geographical location, size of audience,
quality of applications, artistic merit,
management capability, board of directors
 - 4—Publicity value, support by other firms,
support by foundations/government,
coordination with similar groups
 - 5—Gifts from individuals
-
-

**The Washington Post
Company**
1150 15th Street, NW
Washington, D.C. 20071

Corporate contact: Mary Bellor, Manager,
Corporate Affairs
Phone: (202) 334-6640

Information year:

Total contributions: n/a

Scope of information: Corporation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions: Field
office

Initial contact for non-home office request:
Field

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter
Weeks required for full review and decisions:
8

ARTS SUPPORT

Preferred arts organizations/activities: Major
arts organizations in headquarters community

Kinds of arts organizations/activities supported: Arts centers, community arts, museums, performing arts, public TV/radio, visual arts/crafts, theater, opera

Recent examples of arts contributions recipients: Metropolitan Museum of Art, Kennedy Center, The Washington Opera, The National Symphony, Lincoln Center

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, artistic merit, management capability
- 2—Impact on local community, size of audience
- 3—Support by other firms, matching grants, gifts from individuals, coordination with similar groups, board of directors
- 4—Employee involvement, support by foundations/government, quality of applications
- 5—Publicity value

Wausau Insurance Companies

2000 Westwood Drive
Wausau, WI 54401

Corporate contact: Roger Drayna, Director,
Public Relations
Phone: (715) 842-6092

Information year: 1986

Contributions objectives: To enhance the quality of life in Wausau

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, 96%; upper Midwest, 4%

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: Yes

Preferred initial contact: Phone call

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
6

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Community arts, literature, museums, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra

Recent examples of arts contributions recipients: Leigh Yawkey Woodson Art Museum, Guthrie Theater, Wausau Area Performing Arts, The Wisconsin Federation of Museums, American Players Theatre, Inc.

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, artistic merit, management capability, board of directors
- 2—Size of audience
- 5—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals, coordination with similar groups

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Music concerts, festivals, advertising, memberships

Wells Fargo & Company **San Francisco, CA**

Foundation/Trust:
The Wells Fargo Foundation
Mac #0101-111
420 Montgomery Street
San Francisco, CA 94163

Foundation contact: Elisa Boone, Vice
President
Phone: (415) 396-3568

Information year: 1986

Contributions objectives: To support
community activities, primarily in areas where
the company operates, that contribute to the
economic, social, cultural and health needs of
these localities

Total contributions: \$4,431,506

Arts & culture: Total contributions, \$679,598

Health & welfare: Total contributions,
\$2,284,663 (includes \$1,400,979 to United
Way)

Education: Total contributions, \$1,159,707;
number of contributions, 110

Civic: Total contributions, \$307,538; number
of contributions, 80

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Home office, office locations

Non-home office contributions decisions:
Home office, major requests are reviewed by
foundation board of directors at quarterly
meetings

Annual report on contributions: No

Best time to apply: None

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, museums, performing arts, visual
arts/crafts, theater, symphony/chamber
orchestra, dance, opera

**Recent examples of arts contributions
recipients:** Fresno Metropolitan Museum,
photography exhibit; California Academy of
Science, photography exhibit

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, impact on local
community, quality of applications, artistic
merit, management capability

Western Savings **3443 North Central** **Phoenix, AZ 85012**

Corporate contact: Sandy Rolland, Public
Relations

Information year: 1986

Contributions objectives: To support and help
improve local organizations

Preferred charitable causes: Human services

Total contributions: \$700,000

Arts & culture: Total contributions, 25%

Health & welfare: Total contributions, 35%

Education: Total contributions, 17%

Civic: Total contributions, 18%

Other: Total contributions, 5%

**Geographic areas encompassed by arts
contributions:** Home office, office locations,
plant locations

Non-home office contributions decisions:
Home office

Annual report on contributions: Yes

Annual report planned: Yes

Best time to apply: By July

Written guidelines available: No

Weeks required for full review and decisions:
4-5

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Arizona Opera, Phoenix Symphony, Arizona Theatre Company

Kinds of support normally considered: General operating expenses, capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community
- 2—Geographical location, employee involvement, publicity value, support by other firms, quality of applications, artistic merit, management capability
- 3—Size of audience, board of directors
- 4—Matching grants, support by foundations/government

Westinghouse Electric Corporation Pittsburgh, PA

Foundation/Trust:
Westinghouse Electric Fund
Westinghouse Building
Six Gateway Center, 11 Stanwix Street
Pittsburgh, PA 15222

Foundation contact: Mrs. C.M. Springer,
Executive Director, Fund
Phone: (412) 642-3017

Information year: 1986

Preferred charitable causes: United Way;
health, welfare, and youth; arts and culture

Total contributions: \$5,888,675

Arts & culture: Total contributions, \$526,324;
largest contribution, \$90,000; number of
contributions, 59; median contribution, \$5,000

Health & welfare: Total contributions,
\$3,766,596; largest contribution, \$300,000;
number of contributions, 115; median
contribution, \$9,000

Education: Total contributions, \$253,375;
largest contribution, \$95,000; number of
contributions, 29; median contribution, \$3,000

Civic: Total contributions, \$970,431; largest
contribution, \$106,800; number of
contributions, 89; median contribution, \$9,500

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Plant locations

Non-home office contributions decisions:
Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement

Weeks required for full review and decisions:
26

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

Technical assistance provided: Planning,
marketing

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** Arts centers, arts councils/united
arts funds, community arts, performing arts

**Recent examples of arts contributions
recipients:** Generations Together Artists'
Resource Program, \$12,000; Pittsburgh
Symphony Society, \$60,000; Civic Light
Opera, \$6,500; Pittsburgh Public Theatre,
\$19,000; Pittsburgh Ballet Theatre, \$15,000

Kinds of support normally considered: General operating expenses, capital projects, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5:

1=most important, 5=least important)

2—Geographical location, impact on local community, employee involvement, quality of applications, coordination with similar groups, artistic merit, management capability

3—Publicity value, support by other firms, matching grants, support by foundations/government, gifts from individuals

4—Size of audience, board of directors

Awards received for arts support: Presidential Citation for Private Sector Initiatives, 1986 for support of Generations Together Artists' Resource Program

**Westmoreland Coal
Company
Philadelphia, PA**

**Foundation/Trust:
Westmoreland Coal Company,
Penn Virginia Corporation
Foundation
Fidelity Building
Philadelphia, PA 19109**

Foundation contact: Stephen Anderson,
Director of Communications
Phone: (215) 545-2500

Information year: FY ending December 1986

Total contributions: \$191,000

Education: Total contributions, \$191,000
(scholarships); number of contributions, 63

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Plant locations, 100%

**Top non-home office locations for
contributions:** Big Stone Gap, VA; Madison,
WV; Paonia, CO; Luttrell, TN; Newton, NJ

Non-home office contributions decisions:

Home office, trustees

Initial contact for non-home office request:
Home

Annual report on contributions: No

Annual report planned: No

Application deadline: February 28

Written guidelines available: Yes

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter,
complete budget, IRS letter, application form

Weeks required for full review and decisions:
Decisions made in April

**Westvaco Corporation
299 Park Avenue
New York, NY 10171**

**Foundation/Trust:
Westvaco Foundation Trust**

Corporate contact: Roger Holmes, Assistant
Vice President

Phone: (212) 688-5000

Information year: FY ending September 1986

Preferred charitable causes: United Way;
health services; matching gifts (education)

Total contributions: \$1,227,000

Arts & culture: Total contributions, \$25,000;
largest contribution, \$4,000

Health & welfare: Total contributions,
\$639,000; largest contribution, \$50,000

Education: Total contributions, \$334,000;
largest contribution, \$10,000

Civic: Total contributions, \$126,000; largest
contribution, \$1,000

Other: Total contributions, \$103,000; largest
contribution, \$2,000

Scope of information: Corporation and
foundation combined

**Geographic areas encompassed by arts
contributions:** Office locations, 100%

Top non-home office locations for contributions: Charleston, SC; Covington, VA; Luke, MD; Wickliffe, KY; Springfield, MS

Non-home office contributions decisions:
Home and field offices jointly, trustees

Annual report on contributions: No
Annual report planned: No

Best time to apply: June or July
Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, IRS letter

Weeks required for full review and decisions:
2

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Museums, opera, arts festivals

Recent examples of arts contributions recipients: Charleston Opera, Guggenheim Museum, Chamber Music Society of Lincoln Center, Lincoln Center Corporate Fund, American Museum of Natural History

Kinds of support normally considered: Capital projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Employee involvement
- 2—Geographical location, artistic merit, management capability
- 3—Impact on local community, quality of applications, gifts from individuals, board of directors
- 4—Publicity value, support by other firms, coordination with similar groups
- 5—Matching grants, support by foundations/government, size of audience

Wetterau, Inc.

8920 Pershall Road
Hazelwood, MO 63042

Corporate contact: Pat Clark, Assistant to the Chief Executive Officer

Phone: (314) 595-4164

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Non-home office contributions decisions:
Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: Quarterly

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list, audited statement
Weeks required for full review and decisions:
12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, exhibition space, performance space, meeting space, donated materials, donated company products/services

Technical assistance provided: Advertising, planning, accounting/fiscal management, marketing, general management

ARTS SUPPORT

Preferred arts organizations/activities: Art and Education Fund (St. Louis)

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video

Recent examples of arts contributions recipients: St. Louis Symphony Orchestra, The Theatre Group, St. Louis Art Museum, MUNY Theatre Company

Kinds of support normally considered: General operating expenses, capital projects, special projects, in-kind goods/services, technical assistance from company personnel

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Impact on local community, employee involvement, financial need
- 2—Management capability
- 3—Geographical location, matching grants, board of directors
- 4—Support by other firms
- 5—Publicity value, support by foundations/government, size of audience, quality of applications, gifts from individuals, coordination with similar groups, artistic merit

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, music concerts, dance, competitions, festivals, public TV/radio, memberships, gala benefits

Awards received for arts support: Goodwill Industries, 1987

Weyerhaeuser Company Tacoma, WA

Foundation/Trust:
**Weyerhaeuser Company
Foundation**
Tacoma, WA 98477

Foundation contact: Dr. Mary Hall, Vice President and Executive Director
Phone: (206) 924-3159

Information year: 1986

Contributions objectives: To support organizations essential to the quality of human life

Preferred charitable causes: Health and human services; Economic development

Total contributions: \$2,888,100

Arts & culture: Total contributions, \$231,437 (8%); largest contribution, \$50,000

Health & welfare: Total contributions, \$1,121,410 (39%)

Education: Total contributions, \$996,540 (35%)

Civic: Total contributions, \$281,386 (9%)

Other: Total contributions, \$257,327 (9%)

Scope of information: Foundation only

Geographic areas encompassed by arts contributions: Home office, office locations, plant locations, sales locations

Top non-home office locations for contributions: Washington; Oregon; Oklahoma; North Carolina; Mississippi/Alabama

Non-home office contributions decisions: Field office, Home and field offices jointly
Initial contact for non-home office request: Home

Annual report on contributions: Yes

Best time to apply: Early in the year
Written guidelines available: Yes

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, application form, board list, contributors list
Weeks required for full review and decisions: 4-12

Consider requests from organizations not currently being supported: Yes

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra, dance, opera

Recent examples of arts contributions recipients: Corporate Council for the Arts (Seattle), \$50,000; Kamloops Public Art Gallery, \$2,500 (Canadian dollars); Seattle Foundation, \$50,000, stabilization fund; Performing Arts Council of the Los Angeles Music Center, \$5,000; Franklin-Simpson Community Arts Council, Inc., \$1,500, production of "Charlotte's Web"

Kinds of support normally considered: General operating expenses, special projects

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, employee involvement, quality of applications, management capability
- 2—Size of audience, coordination with similar groups, artistic merit
- 3—Support by other firms, board of directors
- 4—Publicity value
- 5—Matching grants, support by foundations/government, gifts from individuals

Wickes Companies, Inc.
3340 Ocean Park Boulevard
Suite 2000
Santa Monica, CA 90405

Corporate contact: Kim Byron, Manager of Community Relations
Phone: (213) 452-0161

Information year: 1986

Total contributions: n/a

Scope of information: Corporation only

Geographic areas encompassed by arts contributions: Home office

Non-home office contributions decisions: Home office

Annual report on contributions: No

Annual report planned: No

Best time to apply: None

Written guidelines available: No

Preferred initial contact: Query letter describing project

Requirements for applications: Narrative/letter, complete budget, IRS letter, board list, contributors list, audited statement

Weeks required for full review and decisions: 10-12

Consider requests from organizations not currently being supported: Yes

In-kind Services and Technical Assistance

In-kind services provided: Donated materials, donated company products/services

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts councils/united arts funds, museums, performing arts, public TV/radio, theater, symphony/chamber orchestra

Kinds of support normally considered: General operating expenses, special projects, in-kind goods/services, sponsorships through advertising/PR

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, quality of applications
- 2—Artistic merit, management capability
- 3—Employee involvement, publicity value
- 4—Support by other firms, size of audience
- 5—Matching grants, support by foundations/government, gifts from individuals, coordination with similar groups, board of directors

**Wolverine World Wide, Inc.
Rockford, MI**

Foundation/Trust:
Wolverine Charitable Foundation
9341 Courtland Drive, Northeast
Rockford, MI 49351

Foundation contact: Robert S. Wolff,
Chairman
Phone: (616) 874-8185

Information year: 1986

Total contributions: \$89,079

Arts & culture: Total contributions, \$22,775;
largest contribution, \$7,500; number of
contributions, 14; median contribution, \$1,500

Health & welfare: Total contributions, \$4,365;
largest contribution, \$2,000; number of
contributions, 10; median contribution, \$500

Education: Total contributions, \$10,939; largest
contribution, \$4,000; number of contributions,
42; median contribution, \$50

Civic: Total contributions, \$30,400 (United
Way); largest contribution, \$15,500; number of
contributions, 16; median contribution, \$1,000

Other: Total contributions, \$20,600; largest
contribution, \$5,000; number of contributions,
28; median contribution, \$100

Scope of information: Foundation only

**Geographic areas encompassed by arts
contributions:** Home office, plant locations

Non-home office contributions decisions:
Home office

Initial contact for non-home office request:
Home

Annual report on contributions: No
Annual report planned: No

Best time to apply: None
Written guidelines available: No

Preferred initial contact: Query letter
describing project

Requirements for applications: Narrative/letter

Weeks required for full review and decisions:
1

ARTS SUPPORT

**Kinds of arts organizations/activities
supported:** All types

**Recent examples of arts contributions
recipients:** Performing Arts Campaign,
Combined Arts Campaign, Grand Rapids Art
Museum, Grand Rapids Symphony, Opera
Association of Western Michigan

Kinds of support normally considered: General
operating expenses, special projects, employee
matching gifts

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

1—Geographical location, impact on local
community, artistic merit

3—Matching grants

5—Employee involvement, publicity value,
support by other firms, support by
foundations/government, size of audience,
quality of applications, gifts from
individuals, coordination with similar
groups, management capability, board of
directors

Xerox
P.O. Box 1600
Stamford, CT 06904

Foundation/Trust:
The Xerox Foundation

Corporate contact: Elizabeth T. Kucklick,
Manager, Cultural and Community Affairs
Phone: (203) 329-8711 x3176

Information year: 1985

Contributions objectives: To assist a variety of
social, civic and cultural organizations that
provide broad-based programs and services in
cities where our employees work and live

Total contributions: n/a

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, sales locations

Non-home office contributions decisions: Home and field offices jointly

Annual report on contributions: Yes

Best time to apply: None

Written guidelines available: No

Requirements for applications: Narrative/letter, complete budget, IRS letter, contributors list, audited statement

Weeks required for full review and decisions: 12 for grants above \$5,000; 1-2 for grants under \$5,000

ARTS SUPPORT

Kinds of arts organizations/activities supported: Arts centers, arts councils/united arts funds, community arts, literature, museums, national organizations, performing arts, public TV/radio, visual arts/crafts, theater, symphony/chamber orchestra, dance, film/video, opera

Recent examples of arts contributions recipients: Affiliate Artists; Metropolitan Opera; Los Angeles Music Center; Young Audiences of Connecticut; Museum of American Folk Art, Liberties with Liberty

Kinds of support normally considered: General operating expenses, special projects, employee matching gifts

Evaluation criteria for arts requests (scale 1-5: 1=most important, 5=least important)

- 1—Geographical location, impact on local community, artistic merit
- 2—Employee involvement, publicity value, support by other firms, size of audience, management capability
- 3—Support by foundations/government, coordination with similar groups
- 4—Quality of applications, board of directors
- 5—Matching grants, gifts from individuals

Sponsorships through Advertising/Public Relations

Estimated total budget for sponsorships: n/a

Kinds of arts sponsorships supported: Exhibitions, advertising

Awards received for arts support: Business in the Arts Award, 1979, for Pompeii Exhibit sponsorship; Business in the Arts Award, 1981, for Electroworks sponsorship

Zayre Corporation
Speen Street
Route 10
Framingham, MA 01701

Foundation/Trust:
Zayre Foundation

Corporate contact: Stanley Berkovitz, Vice President and Director, Consumer and Community Affairs
Phone: (617) 651-8704

Foundation contact: James Rakowski, Manager of Corporate Philanthropy and Civic Relations
Phone: (617) 651-8714

Information year: FY ending January 1987

Preferred charitable causes: United Way; public education; homeless

Total contributions: \$1,738,700

Arts & culture: Total contributions, \$108,400 (\$1,000 or more)

Health & welfare: Total contributions, \$372,400

Education: Total contributions, \$435,600; largest contribution, \$135,000

Civic: Total contributions, \$60,200 (\$1,000 or more)

Other: Total contributions, \$461,300 (includes social services); largest contribution, \$120,400

Scope of information: Corporation and foundation combined

Geographic areas encompassed by arts contributions: National, home office, plant locations, sales locations

Non-home office contributions decisions: Home and field offices jointly

Initial contact for non-home office request:
Field—store manager

Annual report on contributions: Yes
Annual report planned: Yes; for 1988

Best time to apply: None
Written guidelines available: Yes

Preferred initial contact: Query letter
describing project, complete proposal with
budget

Requirements for applications: Narrative/letter,
complete budget, IRS letter, board list,
contributors list, audited statement
Weeks required for full review and decisions:
6-8

**Consider requests from organizations not
currently being supported:** Yes

In-kind Services and Technical Assistance

In-kind services provided: Printing, meeting
space, donated materials, donated company
products/services

Technical assistance provided: construction and
architectural services provides

ARTS SUPPORT

Preferred arts organizations/activities:

**Kinds of arts organizations/activities
supported:** Community arts, museums,
performing arts, public TV/radio, visual arts/
crafts, theater, symphony/chamber orchestra,
dance

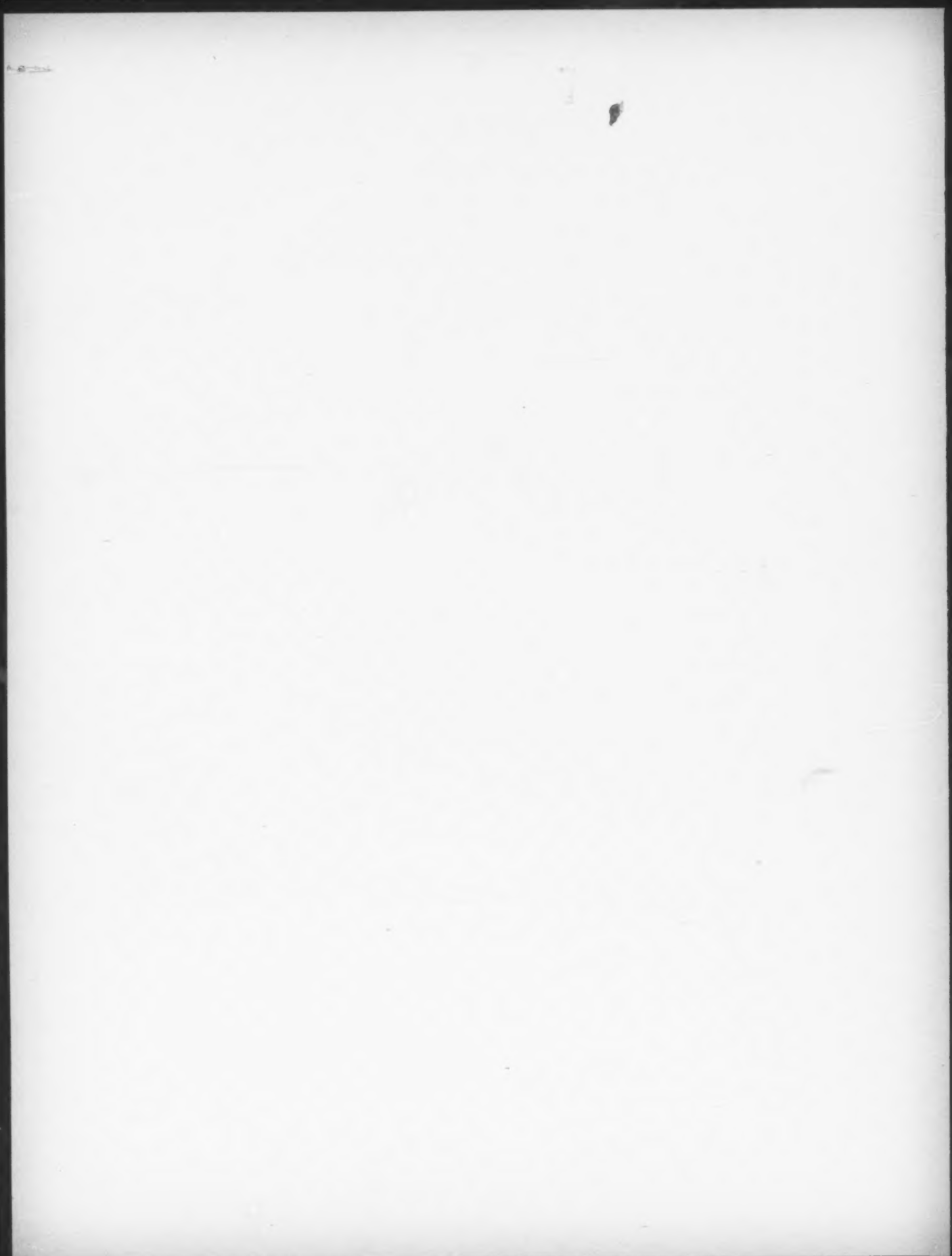
**Recent examples of arts contributions
recipients:** American Repertory Theatre,
\$6,000, endowment; Center for Creative Art
Therapies, \$1,000, art therapy for children
with special needs; Institute of Contemporary
Art, \$5,000, curriculum to study the uses of
art during the Holocaust

Kinds of support normally considered: Capital
projects, endowment campaigns, special
projects, in-kind goods/services, sponsorships
through advertising/PR

**Evaluation criteria for arts requests (scale 1-5:
1=most important, 5=least important)**

- 1—Geographical location, impact on local
community, employee involvement,
support by other firms, management
capability
- 3—Size of audience, artistic merit
- 4—Publicity value
- 5—Matching grants, support by foundations/
government, quality of applications, gifts
from individuals, coordination with similar
groups, board of directors

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AMEV Holdings, Inc.
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AXIA Incorporated
Advanced Micro Devices Inc.
Aeroquip Corporation
Aetna Life and Casualty
Agway Incorporated
Air Products and Chemicals, Inc.
Alberto-Culver Company
Alexander & Baldwin, Inc.
Allegis Corporation
The Allen Group Inc.
Allied Products Corporation
Allied-Signal Inc.
Allied Van Lines, Inc.
Allis-Chalmers Corporation
Allstate Insurance Company
Amax Inc.
Amcast Industrial Corporation
Amerace Corporation
American Cyanamid Company
American Express Company
American General Corporation
American Greetings Corporation
American Hoechst Corporation
American Natural Resources Company
American Petrofina, Inc.
American Security Corporation
American United Life Insurance
Ameritech
AmeriTrust Company
Amfac Hawaii, Inc.
Amoco Corporation
Amsted Industries Inc.
Analog Devices, Inc.
Anheuser-Busch Companies
C.R. Anthony Company
Arizona Public Service Company

Armco Inc.

Ashland Oil, Inc.
Athlone Industries, Inc.
Augat Incorporated

B

Babcock Industries Inc.
Bacardi Imports
Bairnco Corporation
Baker International Corporation
Bally Manufacturing Corporation
Baltimore Gas and Electric Co.
Bank of Boston Corporation
Bank of Mississippi
The Bank of New York
BankAmerica Corporation
Barberg and Associates
Barry Wright Corporation
Battle Creek Gas Company
Bausch & Lomb
Baxter Travenol Laboratories, Inc.
BaysBanks Inc.
Beatrice Foods Company
Becor Western Inc.
Bell Atlantic Corporation
Bell & Howell Company
Bell of Pennsylvania
Best Products
Blount, Inc.
The Boeing Company
Borg-Warner Corporation
The Boston Globe
Bristol-Myers Company
Brown Group Inc.
Brunswick Corporation
Brunswick Pulp and Paper Company
Buffalo Forge Company
Burlington Industries Inc.
Butler Manufacturing Company

C

CIGNA Corporation
The CNA Insurance Companies
CSX Corporation
Cabot Corporation
CalMat Co.
California and Hawaiian Sugar Company
Campbell Soup Company
Capitol Life Insurance Company
Carolina Power & Light Company
Carpenter Technology Corporation
Carson Pirie Scott & Company
Cenex/Land O'Lakes AG Services
Centerre Bank N.A.
Centex Corporation
Central Hudson Gas & Electric Corporation
Cessna Aircraft Company
Champion Products Inc.
Charter Medical Corporation
The Chase Manhattan Bank, N.A.
Chatham Manufacturing Company
Chemical Bank
Chesapeake Corporation
Chesebrough-Pond's Inc.
Chevron Corporation
Chubb Life Insurance Company of America
Church & Dwight Co., Inc.
Ciba-Geigy Corporation
CITICORP/CITIBANK
Citizens Savings Bank and Citizens Trust Company
The Coca-Cola Company
Colgate-Palmolive Company
Colorado Interstate Gas Company

The Columbia Gas System,
Inc.

Comerica Incorporated
Commerce Bancshares, Inc.
Commercial Shearing, Inc.
Computer Sciences
Corporation

Connecticut Mutual Life,
Member of CM Alliance
Consolidated Aluminum
Corporation

Consolidated Papers, Inc.
Consumers Power Company
The Continental Corporation
Conwood Corporation

Cooper Industries, Inc.
CooperVision, Inc.

Adolph Coors Company

Corning Glass Works

Country Companies

Countrymark

Covenant Insurance Company

Cowles Media Company

Cray Research, Inc.

H.B.M. Creamer Incorporated

Crum and Forster, Inc.

Cummins Engine Company,
Inc.

Curtice-Burns Food, Inc.

Cyclops Corporation

D

Dain Bosworth Incorporated
Dallas Power and Light
Company

Data General Corporation

Datapoint Corporation

Dataproducts

Dayton Hudson Corporation

The Dayton Power and Light
Company

Deere & Company

Deluxe Check Printers, Inc.

Dexter Corporation

Diamond Shamrock

Corporation

Digital Equipment Corporation

Dominion Bankshares

Corporation

R.R. Donnelley & Sons
Company

Dow Corning Corporation

Dravo Corporation

Dresser Industries Inc

Duquesne Light Company

Durham Corporation

Dyneer Corporation

E

418 EBSCO Industries, Inc.

Eastern Gas and Fuel
Associates

Eastman Kodak Company

Eaton Corporation

Emery Worldwide

Emhart Corporation

Employers Mutual Casualty
Company

Equifax Inc.

Equitable Life Assurance

Society of the United States

Ethyl Corporation

European American Bank

Executive Life Insurance

Company

Exxon Corporation

F

FMC Corporation

Fairchild Semiconductor
Corporation

Farmer Brothers Company

Federal Mogul Corporation

Federal National Mortgage
Association (Fannie Mae)

Fireman's Fund Insurance
Companies

First American Bank of
Virginia

First American Corporation

First Bank System

The First Boston Corporation

First City Bancorporation

First Commercial Bank N.A.-
Little Rock

First Federal Savings and Loan
Association

First Interstate Bank of
California

First Interstate Bank of
Denver

First Interstate Bank of
Oklahoma

First National Bank of Chicago
Corporation

First National Bank and Trust
Company

First National Bank and Trust
Company of Lincoln

First Nationwide Bank

First Pennsylvania Corporation

First Security Bank of Idaho

1st Source Corporation

Fist Southern Federal Savings
and Loan

First Tennessee Bank, N.A.
Memphis

First Union Corporation

Fisher-Price

Fleming Companies, Inc.

Fluor Corporation

Ford Motor Company
Franklin Life Insurance
Company

Frisch's Restaurants Inc.

H.B. Fuller Company

G

GATX Corporation

GE

GEICO Corporation

Gannett Co., Inc.

GenCorp

General Motors Corporation

General Public Utilities
Corporation

GenRad, Inc.

Geosource, Inc.

Gerber Products Company

Gleason Corporation

Glenmore Distilleries
Company

Gould Inc.

Graco Inc.

GrandMet USA Inc.

Graybar Electric Company
Incorporated

Great American First Savings
Bank

Great American First Savings
Bank (AZ)

Great Lakes Federal Savings
Guardian Life Insurance

Company of America

Gulf States Utilities Company

H

Hallmark Cards, Inc.

Halstead Industries Inc.

Hanes Companies, Inc.

Harper & Row Publishers Inc.

Harris Trust & Savings Bank

HARTMARX Corporation

Hasbro Inc.

Hazeltine Corporation

The Heil Company

G. Heileman Brewing
Company, Inc.

H.J. Heinz Company

Hershey Foods Corporation

Hewlett-Packard Company

Hexcel Corporation

Hills Bros. Coffee, Inc.

Holiday Corporation

Home Life Insurance

Company of New York

Hon Industries Inc.

Honeywell Inc.

Hospital Corporation of
America

Houghton Mifflin Company

Houston Lighting & Power
Company
Howell Corporation
Huffy Corporation
Hyster Company

I

IC Industries Incorporated
IDS Financial Services Inc.
ITT Corporation
Illinois Bell Telephone
Company
Illinois Tool Works
Indiana Bell Telephone
Company
Inland Steel Company
Insilco Corporation
The Interlake Corporation
IBM Corporation
International Minerals &
Chemical Corporation
International Multifoods
Corporation
International Paper Company
Iowa Resources Inc.
Iroquois Brands Ltd.
Irving Trust Company

J

James River Corporation
Jantzen Inc.
Jefferson National Life
Insurance Company
Jersey Central Power & Light
Company
John Hancock Mutual Life
Johnson Controls, Inc.
Jostens, Inc.
Justin Industries Incorporated

K

Kaiser Aluminum and
Chemical Corporation
Kaman Corporation
The Kendall Company
Kennametal, Inc.
Kerr-McGee
Key Bank N.A.
Kohler Company
Kraft, Inc.
W.A. Krueger Company

L

LTV Corporation
Lake View Trust and Savings
Bank
The Lamson & Sessions
Company
Land O'Lakes Incorporated
Lear Siegler, Inc.
Lever Brothers Company

Liberty National Bank and
Trust Company
Liberty National Bank & Trust
Company of Louisville
Eli Lilly and Company
The Lincoln National Life
Insurance Company
Lone Star Industries, Inc.
Long Island Lighting Company
Lukens, Inc.

M

MBank Houston
MGIC Investment Corporation
R.H. Macy & Co.
Mallinckrodt, Inc.
Martin Marietta Corporation
Masonite Corporation
Mattel Inc.
McDermott Incorporated
McDonald's Corporation
McGraw-Hill, Inc.
McKesson Corporation
Mead Corporation
Medalist Industries Inc
Medtronic Incorporated
Mellon Bank N.A.
Merck & Co., Inc.
Mercury Savings & Loan
Association
Meritor Financial Group
Metropolitan Life Insurance
Company
Michigan Bell Telephone
Company
Midland Company
Midland Mutual Life Insurance
Company
Millipore Corporation
Minnesota Mutual Life
Insurance Company
Missouri Public Service
Company
Mitchell Energy and
Development Corporation
Mobil Oil Corporation
Montgomery Ward &
Company, Inc.
Morrison-Knudsen Corporation
Motorola Inc.
Multimedia, Inc.
Murphy Oil Corporation
Mutual Benefit Life Insurance
Company

N

NCNB Corporation
NERCO Inc.
NL Industries, Inc.
The Nalco Chemical Company

National Bank of Detroit
National City Bank
National Distillers and
Chemical Corporation
National Life Insurance
Company
Nevada Power Company
The New England
New England Telephone
New York Life Insurance
Company
Newsweek, Inc.
The Northern Trust Company
Northwestern Bell Telephone
Company, Inc.
Northwestern National Life
Insurance Company
Norton Company
Norwest Bank Minneapolis
Norwest Corporation
Noxell Corporation
Nucor Corporation
Numerica Savings Bank

O

Oglebay Norton Company
Old Stone Bank
Olin Corporation
Omark Industries, Inc.
Otter Tail Power Company

P

PNC Financial Corp.
PPG Industries, Inc.
PACCAR Inc
Pacific Mutual Life Insurance
Company
Pacific Northwest Bell
Telephone Company
Pacific Telesis Group
Penn Central Corporation
J.C. Penney Company, Inc.
Pennsylvania Manufacturers
Association Insurance
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Pennzoil Company
Pentair Inc.
Peoples Energy Corporation
PepsiCo, Inc.
Philadelphia Electric Company
Philadelphia National Bank
Philip Morris Companies, Inc.
Phillips Petroleum Company
Phoenix Mutual Life Insurance
Company
Pillsbury Company
Pitney Bowes Inc.
Pittsburgh National
Corporation
Playboy Enterprises, Inc.
Pneumo Abex Corporation

Polaroid Corporation
 Polychrome Corporation
 Portland General Electric
 Company
 Potomac Electric Power
 Company
 Primerica Corporation
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 Provident Mutual Life
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 Philadelphia
 Provident National Bank
 The Prudential Insurance
 Company of America
 Putnam Trust Company

Q
 Quaker State Oil Refining
 Corporation

R
 RJR Nabisco, Inc.
 RKO General, Inc.
 Rainier National Bank
 Ralston Purina Company
 Raymond Corporation
 Reading and Bates Corporation
 Reliance Group, Inc.
 Reliance Insurance Company
 Republic New York
 Corporation
 Research-Cottrell Inc.
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining
 Corporation
 Rockwell International
 Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Ryder System, Inc.

S
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 SAFECO Insurance
 Companies
 Safeguard Business Systems
 St. Joseph Light and Power
 Company
 The St. Paul Companies, Inc.

Saloman Inc
 Salt River Project
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Sears, Roebuck and Co.
 Security Pacific National Bank
 Seneca Foods
 Shaklee Corporation
 Shawmut Bank N.A.
 Shell Oil Company
 Simpson Investment Company
 Snap-on Tools Corporation
 Snyder General Corporation
 Sonat
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Staley Continental, Inc.
 Stanadyne, Inc.
 The Standard Register
 Company
 Sterling Drug Inc.
 Subaru of America
 Syracuse Supply Company

T
 Tandy Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Texas International Co.
 Texfi Industries, Inc.
 Textron Inc.
 3M
 Time Incorporated
 Time Insurance Company
 Times Mirror
 Titanium Metals Corporation
 The Toro Company
 Tracor, Inc.
 Transco Energy Company
 The Travelers Companies
 Trinova Corporation
 Twin Disc Incorporated
 Tyco Laboratories, Inc.

U
 USAir
 USG Corporation

USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N.A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco
 Company
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 U S West Corporation Inc.
 United Technologies
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 Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company

V
 VF Corporation
 Valspar Corporation
 Van Dorn Company
 Victoria Bank and Trust
 Company
 Virginia Power Company
 Volkswagen of America Inc.

W
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Jim Walter Corporation
 Warnaco Inc.
 Warner Communications, Inc.
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo & Company
 Western Savings
 Westinghouse Electric
 Corporation
 Westmoreland Coal Company
 Westvaco Corporation
 Wetterau, Inc.
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 Wickes Companies, Inc.
 Wolverine World Wide, Inc.

X
 Xerox

Z
 Zayre Corporation

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Sonat

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Arizona Public Service Company
Dyneer Corporation
Great American First Savings
Bank
W.A. Krueger Company
Salt River Project
Western Savings

ARKANSAS

First Commercial Bank N.A. -
Little Rock

CALIFORNIA

ARCO
Advanced Micro Devices Inc.
BankAmerica Corporation
CalMat Co.
California and Hawaiian Sugar
Company
Chevron Corporation
Computer Sciences Corporation
CooperVision, Inc.
Dataproducts
Executive Life Insurance
Company
Fairchild Semiconductor
Corporation
Farmer Brothers Company

Fireman's Fund Insurance
Companies

First Interstate Bank of
California

First Nationwide Bank
Fluor Corporation

Great American First Savings
Bank

Hewlett-Packard Company

Hexcel Corporation

Hills Bros. Coffee, Inc.

Kaiser Aluminum and Chemical
Corporation

Lear Siegler, Inc.

Mattel Inc.

McKesson Corporation

Mercury Savings & Loan
Association

Pacific Mutual Life Insurance
Company

Pacific Telesis Group

Security Pacific National Bank

Shaklee Corporation

Southern California Gas
Company

Times Mirror

The Walt Disney Company

Wells Fargo & Company

Wickes Companies, Inc.

COLORADO

Capitol Life Insurance Company

Colorado Interstate Gas

Company

Adolph Coors Company

First Interstate Bank of Denver

United Bank of Denver, N.A.

U S West Corporation Inc.

CONNECTICUT

Aetna Life and Casualty

Amax Inc.

Babcock Industries Inc.

Chesebrough-Pond's Inc.

Connecticut Mutual Life,

Member of CM Alliance

Covenant Insurance Company

Dexter Corporation

Emery Worldwide

Emhart Corporation

GE

Insilco Corporation

Iroquois Brands Ltd.

Kaman Corporation

Lone Star Industries, Inc.

Olin Corporation

Penn Central Corporation

Phoenix Mutual Life Insurance

Company

Pitney Bowes Inc.

Primerica Corporation

Putnam Trust Company

Stanadyne, Inc.

The Travelers Companies

Union Carbide Corporation

United Parcel Service

United States Tobacco Company

United Technologies Corporation

Xerox

DELAWARE

The Columbia Gas System, Inc.

WASHINGTON, D.C.

American Security Corporation
Federal National Mortgage
Association (Fannie Mae)
GEICO Corporation
Gannett Co., Inc.
Potomac Electric Power
Company
USAir
The Washington Post Company

FLORIDA

Bacardi Imports
Ryder System, Inc.
Southeast Banking Corporation
Jim Walter Corporation

GEORGIA

Brunswick Pulp and Paper
Company
Charter Medical Corporation
The Coca-Cola Company
Equifax Inc.

HAWAII

Alexander & Baldwin, Inc.
Amfac Hawaii, Inc.

IDAHO

First Security Bank of Idaho
Morrison-Knudsen Corporation

ILLINOIS

AMCORE Financial, Inc.
AXIA Incorporated
Alberto-Culver Company
Allegis Corporation
Allied Products Corporation
Allied Van Lines, Inc.
Allstate Insurance Company
Ameritech
Amoco Corporation
Amsted Industries Inc.
Bally Manufacturing Corporation
Baxter Travenol Laboratories,
Inc.
Beatrice Foods Company
Bell & Howell Company
Borg-Warner Corporation
Brunswick Corporation
The CNA Insurance Companies
Carson Pirie Scott & Company
Country Companies
Deere & Company
R.R. Donnelley & Sons
Company
FMC Corporation
First National Bank of Chicago
Corporation

Franklin Life Insurance
Company

GATX Corporation
Gould Inc.
Harris Trust and Savings Bank
HARTMARX Corporation
IC Industries Incorporated
Illinois Bell Telephone Company
Illinois Tool Works
Inland Steel Company
The Interlake Corporation
International Minerals &
Chemical Corporation
Kraft, Inc.
Lake View Trust and Savings
Bank
Masonite Corporation
McDonald's Corporation
Montgomery Ward & Company,
Inc.
Motorola Inc.
Nalco Chemical Company
The Northern Trust Company
Peoples Energy Corporation
Playboy Enterprises, Inc.
Roper Corporation
Santa Fe Southern Pacific
Corporation
Sara Lee Corporation
G.D. Searle and Company
Sears, Roebuck and Co.
Staley Continental, Inc.
USG Corporation
Walgreen Company

INDIANA

American United Life Insurance
Cummins Engine Company, Inc.
1st Source Corporation
Indiana Bell Telephone
Company
Jefferson National Life Insurance
Company
Eli Lilly and Company
The Lincoln National Life
Insurance Company
Rock Island Refining
Corporation

IOWA

Employers Mutual Casualty
Company
Hon Industries Inc.
Iowa Resources Inc.
The Principal Financial Group

KANSAS

Cessna Aircraft Company
United Telecommunications, Inc.

KENTUCKY

Ashland Oil, Inc.
Glenmore Distilleries Company
Liberty National Bank & Trust
Company of Louisville

LOUISIANA

McDermott Incorporated

MARYLAND

Baltimore Gas and Electric Co.
Martin Marietta Corporation
Noxell Corporation
The Rouse Company

MASSACHUSETTS

Analog Devices, Inc.
Augat Incorporated
Bank of Boston Corporation
Barry Wright Corporation
BayBanks, Inc.
The Boston Globe
Cabot Corporation
Data General Corporation
Digital Equipment Corporation
Eastern Gas and Fuel Associates
GenRad, Inc.
Houghton Mifflin Company
John Hancock Mutual Life
The Kendall Company
Millipore Corporation
The New England
New England Telephone
Norton Company
Pneumo Abex Corporation
Polaroid Corporation
Shawmut Bank N.A.
Zayre Corporation

MICHIGAN

Aeroquip Corporation
American Natural Resources
Company
Battle Creek Gas Company
Comerica Incorporated
Consumers Power Company
Dow Corning Corporation
Federal Mogul Corporation
Ford Motor Company
General Motors Corporation
Gerber Products Company
Great Lakes Federal Savings
Michigan Bell Telephone
Company
National Bank of Detroit
The Upjohn Company
Volkswagen of America Inc.
Wolverine World Wide, Inc.

MINNESOTA

Cenex/Land O'Lakes AG
Services
Cowles Media Company
Cray Research, Inc.
Dain Bosworth Incorporated
Dayton Hudson Corporation
Deluxe Check Printers, Inc.
First Bank System
H.B. Fuller Company
Graco Inc.
Honeywell Inc.
IDS Financial Services Inc.
International Multifoods
Corporation
Jostens, Inc.
Land O' Lakes Incorporated
Medtronic Incorporated
Minnesota Mutual Life Insurance
Company
Northwestern National Life
Insurance Company
Norwest Bank Minneapolis
Norwest Corporation
Otter Tail Power Company
Pentair, Inc.
Pillsbury Company
The St. Paul Companies, Inc.
Snyder General Corporation
3M
The Toro Company
Valspar Corporation

MISSISSIPPI

Bank of Mississippi

MISSOURI

Anheuser-Busch Companies
Brown Group Inc.
Butler Manufacturing Company
Centerre Bank N.A.
Commerce Bancshares, Inc.
Consolidated Aluminum
Corporation
Graybar Electric Company
Incorporated
Hallmark Cards, Inc.
Mallinckrodt, Inc.
Missouri Public Service
Company
Ralston Purina Company
St. Joseph Light and Power
Company
Southwestern Bell Corporation
Union Electric Company
Wetterau, Inc.

NEBRASKA

First National Bank and Trust
Company of Lincoln
Northwestern Bell Telephone
Company, Inc.

NEVADA

Nevada Power Company

NEW HAMPSHIRE

Chubb Life Insurance Company
of America
Numerica Savings Bank
Tyco Laboratories, Inc.

NEW JERSEY

Allied-Signal Inc.
Amerace Corporation
American Cyanamid Company
American Hoechst Corporation
Armco Inc.
Athlone Industries, Inc.
Campbell Soup Company
Church & Dwight Co., Inc.
Crum and Forster, Inc.
General Public Utilities
Corporation
GrandMet USA Inc.
Jersey Central Power & Light
Company
Merck & Co., Inc.
Mutual Benefit Life Insurance
Company
The Prudential Insurance
Company of America
Research-Cottrell Inc.
Sea-Land Corporation
Subaru of America
United Jersey Bank, N. A.
Warner Lambert

NEW YORK

AMEV Holdings, Inc.
AT&T
Agway Incorporated
The Allen Group Inc.
American Express Company
Bairnco Corporation
The Bank Of New York
Bausch & Lomb
Bristol-Myers Company
Buffalo Forge Company
Central Hudson Gas & Electric
Corporation
Champion Products Inc.
The Chase Manhattan Bank,
N.A.
Chemical Bank
Ciba-Geigy Corporation

CITICORP/CITIBANK

Colgate-Palmolive Company
Colt Industries Inc
The Continental Corporation
Corning Glass Works
H.B.M. Creamer Incorporated
Curtice-Burns Foods, Inc.
Eastman Kodak Company
Equitable Life Assurance Society
of the United States
European American Bank
Exxon Corporation
The First Boston Corporation
Fisher-Price
Gleason Corporation
The Guardian Life Insurance
Company of America
Harper & Row Publishers, Inc.
Hazeltine Corporation
Home Life Insurance Company
of New York
ITT Corporation
IBM Corporation
International Paper Company
Irving Trust Company
Key Bank N.A.
Lever Brothers Company
Long Island Lighting Company
R.H. Macy & Company Inc.
McGraw-Hill, Inc.
Metropolitan Life Insurance
Company
Mobil Oil Corporation
NL Industries, Inc.
National Distillers and Chemical
Corporation
New York Life Insurance
Company
Newsweek, Inc.
J.C. Penney Company, Inc.
PepsiCo, Inc.
Philip Morris Companies, Inc.
Polychrome Corporation
RKO General, Inc.
Raymond Corporation
Reliance Group, Inc.
Republic New York Corporation
Salomon Inc
Seneca Foods
Sterling Drug Inc.
Syracuse Supply Company
Time Incorporated
Union Pacific Corporation
United States Trust Company of
New York
Warnaco Inc.
Warner Communications, Inc.
Westvaco Corporation

NORTH CAROLINA

Burlington Industries Inc.
 Carolina Power & Light
 Company
 Chatham Manufacturing
 Company
 Durham Corporation
 First Union Corporation
 Hanes Companies, Inc.
 NCNB Corporation
 Nucor Corporation
 RJR Nabisco, Inc.
 Texfi Industries, Inc.
 The Wachovia Corporation

NORTH DAKOTA

Provident Life Insurance
 Company

OHIO

Amcast Industrial Corporation
 American Greetings Corporation
 AmeriTrust Company
 Commercial Shearing, Inc.
 Countrymark
 The Dayton Power and Light
 Company
 Eaton Corporation
 Frisch's Restaurants Inc.
 GenCorp
 Huffy Corporation
 The Lamson & Sessions
 Company
 Mead Corporation
 Midland Company
 Midland Mutual Life Insurance
 Company
 National City Bank
 Oglebay Norton Company
 The Procter & Gamble
 Company
 The Progressive Corporation
 Revco
 The Standard Register Company
 Trinova Corporation
 Van Dorn Company

OKLAHOMA

C.R. Anthony Company
 First Interstate Bank of
 Oklahoma
 First National Bank and Trust
 Company
 Fleming Companies, Inc.
 Kerr-McGee
 The Liberty National Bank and
 Trust Company
 Phillips Petroleum Company
 Reading and Bates Corporation

The Telex Corporation
 Texas International Co.

OREGON

Hyster Company
 Jantzen Inc.
 NERCO Inc.
 Omark Industries, Inc.
 Portland General Electric
 Company
 Tektronix, Inc.
 U.S. Bancorp

PENNSYLVANIA

Air Products and Chemicals,
 Inc.
 Bell of Pennsylvania
 CIGNA Corporation
 Carpenter Technology
 Corporation
 Cyclops Corporation
 Dravo Corporation
 Duquesne Light Company
 First Pennsylvania Corporation
 Halstead Industries Inc.
 H.J. Heinz Company
 Hershey Foods Corporation
 Kennametal, Inc.
 Lukens, Inc.
 Mellon Bank N.A.
 Meritor Financial Group
 PNC Financial Corp
 PPG Industries, Inc.
 Pennsylvania Manufacturers
 Association Insurance
 Company
 Philadelphia Electric Company
 Philadelphia National Bank
 Pittsburgh National Corporation
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 Quaker State Oil Refining
 Corporation
 Reliance Insurance Company
 Rockwell International
 Corporation
 Rorer Group Inc.
 SPS Technologies Inc.
 Safeguard Business Systems
 Scott Paper Company
 Titanium Metals Corporation
 USX
 VF Corporation
 Westinghouse Electric
 Corporation
 Westmoreland Coal Company

RHODE ISLAND

Citizens Savings Bank and
 Citizens Trust Company
 Hasbro Inc.
 Old Stone Bank
 Rhode Island Hospital Trust
 National Bank
 Textron Inc.

SOUTH CAROLINA

First Federal Savings and Loan
 Association
 Multimedia, Inc.

TENNESEE

Conwood Corporation
 First American Corporation
 First Tennessee Bank, N.A.
 Memphis
 Holiday Corporation
 Hospital Corporation of America
 Murphy Oil Corporation

TEXAS

American General Corporation
 American Petrofina, Inc.
 Baker International Corporation
 Centex Corporation
 Cooper Industries, Inc.
 Dallas Power and Light
 Company
 Datapoint Corporation
 Diamond Shamrock Corporation
 Dresser Industries Inc.
 First City Bancorporation
 Geosource, Inc.
 Gulf States Utilities Company
 Houston Lighting & Power
 Company
 Howell Corporation
 Justin Industries Incorporated
 The LTV Corporation
 MBank Houston
 Mitchell Energy and
 Development Corporation
 Pennzoil Company
 Shell Oil Company
 Tandy Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Tracor, Inc.
 Transco Energy Company
 Victoria Bank and Trust
 Company

WISCONSIN

Allis-Chalmers Corporation
Barberg and Associates
Becor Western Inc.
Consolidated Papers, Inc.
The Heil Company
G. Heileman Brewing Company
Inc.
Johnson Controls, Inc.
Kohler Company
MGIC Investment Corporation
Medalist Industries Inc.
Snap-on Tools Corporation
Time Insurance Company
Twin Disc Incorporated
Wausau Insurance Companies

TYPES OF ARTS ORGANIZATIONS/ ACTIVITIES SUPPORTED

ALL TYPES

Alberto-Culver Company
Alexander & Baldwin, Inc.
The Allen Group Inc.
Allied-Signal Inc.
Amerace Corporation
American General Corporation
American Hoechst Corporation
American Security Corporation
Armco Inc.
Ashland Oil, Inc.
Blount, Inc.
The Boston Globe
Buffalo Forge Company
CIGNA Corporation
CSX Corporation
CalMat Co.
Centerre Bank N.A.
Centex Corporation
Central Hudson Gas & Electric Corporation
Chatham Manufacturing Company
Chubb Life Insurance Company of America
The Coca-Cola Company
Comerica Incorporated
The Continental Corporation
Adolph Coors Company
The Dayton Power and Light Company
Deere & Company
Exxon Corporation
First City Bancorporation
First Interstate Bank of Oklahoma

First Southern Federal Savings and Loan
First Tennessee Bank, N.A. Memphis
Fisher-Price
Ford Motor Company
H.B. Fuller Company
Great American First Savings Bank
Great American First Savings Bank
G. Heileman Brewing Company Inc.
H.J. Heinz Company
Hershey Foods Corporation
Home Life Insurance Company of New York
Hon Industries Inc.
ITT Corporation
IBM Corporation
Iroquois Brands Ltd.
Johnson Controls, Inc.
Justin Industries Incorporated
Key Bank N.A.
W.A. Krueger Company
Lear Siegler, Inc.
The Liberty National Bank and Trust Company
Lone Star Industries, Inc.
MBank Houston
R.H. Macy & Company Inc.
Mobil Oil Corporation
NL Industries, Inc.
PNC Financial Corp
PPG Industries, Inc.

Pennsylvania Manufacturers Association Insurance Company
Pentair, Inc.
PepsiCo, Inc.
Polaroid Corporation
The Procter & Gamble Company
The Prudential Insurance Company of America
RKO General, Inc.
Reading and Bates Corporation
Republic New York Corporation
Research-Cottrell Inc.
Roper Corporation
Safeguard Business Systems
Salt River Project
Simpson Investment Company
Sonat
Syracuse Supply Company
Textron Inc.
Time Incorporated
USAir
United States Trust Company of New York
VF Corporation
Valspar Corporation
Wolverine World Wide, Inc.

ART CENTERS

AMCORE Financial, Inc.
AMEV Holdings, Inc.
ARCO
AT&T
Aeroquip Corporation
Alexander & Baldwin, Inc.

Allegis Corporation
 Allstate Insurance Company
 Amax Inc.
 Amcast Industrial Corporation
 American Cyanamid Company
 American United Life Insurance
 AmeriTrust Company
 Amfac Hawaii, Inc.
 Amoco Corporation
 Amsted Industries Inc.
 Analog Devices, Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Baker International Corporation
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 The Bank Of New York
 BankAmerica Corporation
 Barberg and Associates
 Battle Creek Gas Company
 Bausch & Lomb
 Baxter Travenol Laboratories,
 Inc.
 BayBanks, Inc.
 Beatrice Foods Company
 Becor Western Inc.
 Bell & Howell Company
 Bell of Pennsylvania
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 Brown Group Inc.
 Brunswick Pulp and Paper
 Company
 Burlington Industries Inc.
 Cabot Corporation
 Campbell Soup Company
 Capitol Life Insurance Company
 Carson Pirie Scott & Company
 Cessna Aircraft Company
 Champion Products Inc.
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake Corporation
 Chesebrough-Pond's Inc.
 Chevron Corporation
 Ciba-Geigy Corporation
 CITICORP/CITIBANK
 Citizens Savings Bank and
 Citizens Trust Company
 Colgate-Palmolive Company
 Colorado Interstate Gas
 Company
 Colt Industries Inc.
 Commerce Bancshares, Inc.
 Consumers Power Company

The Continental Corporation
 Cooper Industries, Inc.
 Corning Glass Works
 Country Companies
 Cowles Media Company
 Crum and Forster, Inc.
 Cummins Engine Company, Inc.
 Curtice-Burns Foods, Inc.
 Cyclops Corporation
 Dallas Power and Light
 Company
 Data General Corporation
 Datapoint Corporation
 Dayton Hudson Corporation
 Deluxe Check Printers, Inc.
 Dexter Corporation
 Diamond Shamrock Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 R.R. Donnelley & Sons
 Company
 Dow Corning Corporation
 Dravo Corporation
 Dresser Industries Inc.
 Durham Corporation
 EBSCO Industries, Inc.
 Eastern Gas and Fuel Associates
 Eastman Kodak Company
 Eaton Corporation
 Emery Worldwide
 Employers Mutual Casualty
 Company
 Equifax Inc.
 Ethyl Corporation
 European American Bank
 Executive Life Insurance
 Company
 FMC Corporation
 Federal Mogul Corporation
 Fireman's Fund Insurance
 Companies
 First American Bank of Virginia
 First American Corporation
 First Bank System
 First Commercial Bank N.A. -
 Little Rock
 First Federal Savings and Loan
 Association
 First Interstate Bank of Denver
 First National Bank and Trust
 Company
 First National Bank and Trust
 Company of Lincoln
 First Nationwide Bank
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation

First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Fluor Corporation
 Franklin Life Insurance
 Company
 GATX Corporation
 GEICO Corporation
 Gannett Co., Inc.
 GenCorp
 General Motors Corporation
 GenRad, Inc.
 Gleason Corporation
 Glenmore Distilleries Company
 Gould Inc.
 GrandMet USA Inc.
 Graybar Electric Company
 Incorporated
 Great Lakes Federal Savings
 The Guardian Life Insurance
 Company of America
 Harper & Row Publishers, Inc.
 Harris Trust and Savings Bank
 HARTMARX Corporation
 The Heil Company
 Hewlett-Packard Company
 Hexcel Corporation
 Hon Industries Inc.
 Honeywell Inc.
 Hospital Corporation of America
 Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Howell Corporation
 Huffy Corporation
 Hyster Company
 IC Industries Incorporated
 IDS Financial Services Inc.
 Illinois Bell Telephone Company
 Indiana Bell Telephone
 Company
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
 Iowa Resources Inc.
 Iroquois Brands Ltd.
 Irving Trust Company
 Jantzen Inc.
 Jefferson National Life Insurance
 Company
 John Hancock Mutual Life
 Jostens, Inc.
 Kaman Corporation
 Kerr-McGee
 Kohler Company
 Kraft, Inc.

The LTV Corporation
 Lake View Trust and Savings
 Bank
 Land O' Lakes Incorporated
 Lever Brothers Company
 Liberty National Bank & Trust
 Company of Louisville
 Eli Lilly and Company
 The Lincoln National Life
 Insurance Company
 MGIC Investment Corporation
 Martin Marietta Corporation
 Masonite Corporation
 McDermott Incorporated
 McDonald's Corporation
 McGraw-Hill, Inc.
 McKesson Corporation
 Mead Corporation
 Medtronic Incorporated
 Mellon Bank N.A.
 Meritor Financial Group
 Metropolitan Life Insurance
 Company
 Michigan Bell Telephone
 Company
 Midland Company
 Midland Mutual Life Insurance
 Company
 Missouri Public Service
 Company
 Montgomery Ward & Company,
 Inc.
 Morrison-Knudsen Corporation
 Multimedia, Inc.
 Murphy Oil Corporation
 NCNB Corporation
 Nalco Chemical Company
 National City Bank
 National Life Insurance
 Company
 The New England
 New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Northwestern National Life
 Insurance Company
 Norton Company
 Norwest Bank Minneapolis
 Norwest Corporation
 Numerica Savings Bank
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company

Penn Central Corporation
 J.C. Penney Company, Inc.
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia Electric Company
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Phoenix Mutual Life Insurance
 Company
 Pillsbury Company
 Pitney Bowes Inc.
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pneumo Abex Corporation
 Portland General Electric
 Company
 Potomac Electric Power
 Company
 Primerica Corporation
 The Principal Financial Group
 The Progressive Corporation
 Provident Life Insurance
 Company
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 RJR Nabisco, Inc.
 Rainier National Bank
 Raymond Corporation
 Reliance Group, Inc.
 Reliance Insurance Company
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining
 Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salomon Inc.
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Security Pacific National Bank
 Shawmut Bank N.A.
 Shell Oil Company
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Stanadyne, Inc.

Sterling Drug Inc.
 Subaru of America
 Tenneco, Inc.
 Texas Instruments, Inc.
 Time Insurance Company
 Times Mirror
 The Toro Company
 Transco Energy Company
 Trinova Corporation
 USG Corporation
 USX
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Technologies Corporation
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company
 Van Dorn Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 The Washington Post Company
 Wells Fargo & Company
 Western Savings
 Westinghouse Electric
 Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Xerox

ARTS COUNCILS/UNITED ARTS FUNDS

AMCORE Financial, Inc.
 ARCO
 AT&T
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Alexander & Baldwin, Inc.
 Allegis Corporation
 Allied Van Lines, Inc.
 Allstate Insurance Company
 Amax Inc.
 American Cyanamid Company
 American United Life Insurance
 AmeriTrust Company
 Amfac Hawaii, Inc.
 Amoco Corporation
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company

Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 The Bank Of New York
 BankAmerica Corporation
 Barberg and Associates
 Battle Creek Gas Company
 Bausch & Lomb
 Baxter Travenol Laboratories,
 Inc.
 BayBanks, Inc.
 Beatrice Foods Company
 Becor Western Inc.
 Bell Atlantic Corporation
 Bell of Pennsylvania
 Best Products
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 Brown Group Inc.
 Burlington Industries Inc.
 Butler Manufacturing Company
 Capitol Life Insurance Company
 Carolina Power & Light
 Company
 Carson Pirie Scott & Company
 Cessna Aircraft Company
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake Corporation
 Chesebrough-Pond's Inc.
 Chevron Corporation
 Ciba-Geigy Corporation
 Citizens Savings Bank and
 Citizens Trust Company
 Colgate-Palmolive Company
 Colorado Interstate Gas
 Company
 Colt Industries Inc
 Commerce Bancshares, Inc.
 Commercial Shearing, Inc.
 Consolidated Aluminum
 Corporation
 Consolidated Papers, Inc.
 The Continental Corporation
 Cooper Industries, Inc.
 Corning Glass Works
 Country Companies
 Covenant Insurance Company
 Cowles Media Company
 Crum and Forster, Inc.
 Cummins Engine Company, Inc.
 Curtice-Burns Foods, Inc.
 Cyclops Corporation
 Dallas Power and Light
 Company
 Data General Corporation

Dataproducts
 Dayton Hudson Corporation
 Deluxe Check Printers, Inc.
 Dexter Corporation
 Diamond Shamrock Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 Dresser Industries Inc.
 Durham Corporation
 Eastern Gas and Fuel Associates
 Eastman Kodak Company
 Eaton Corporation
 Emery Worldwide
 Emhart Corporation
 Equifax Inc.
 Ethyl Corporation
 FMC Corporation
 Fireman's Fund Insurance
 Companies
 First Bank System
 First Commercial Bank N.A.
 Little Rock
 First Federal Savings and Loan
 Association
 First Interstate Bank of
 California
 First Interstate Bank of Denver
 First National Bank and Trust
 Company
 First National Bank and Trust
 Company of Lincoln
 First Nationwide Bank
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation
 First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Fluor Corporation
 GATX Corporation
 GEICO Corporation
 Gannett Co., Inc.
 GenCorp
 General Motors Corporation
 GenRad, Inc.
 Glenmore Distilleries Company
 Gould Inc.
 GrandMet USA Inc.
 Graybar Electric Company
 Incorporated
 Great Lakes Federal Savings
 Gulf States Utilities Company
 Harper & Row Publishers, Inc.
 The Heil Company
 Hewlett-Packard Company
 Hexcel Corporation
 Holiday Corporation

Hon Industries Inc.
 Honeywell Inc.
 Hospital Corporation of America
 Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Howell Corporation
 Huffy Corporation
 IC Industries Incorporated
 IDS Financial Services Inc.
 Illinois Bell Telephone Company
 Indiana Bell Telephone
 Company
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
 Iroquois Brands Ltd.
 Irving Trust Company
 James River Corporation
 Jefferson National Life Insurance
 Company
 John Hancock Mutual Life
 Jostens, Inc.
 Kaman Corporation
 Kerr-McGee
 Kohler Company
 Kraft, Inc.
 The LTV Corporation
 Lake View Trust and Savings
 Bank
 Lever Brothers Company
 Liberty National Bank & Trust
 Company of Louisville
 The Lincoln National Life
 Insurance Company
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Martin Marietta Corporation
 McDermott Incorporated
 McDonald's Corporation
 McGraw-Hill, Inc.
 McKesson Corporation
 Mead Corporation
 Mellon Bank N.A.
 Meritor Financial Group
 Metropolitan Life Insurance
 Company
 Michigan Bell Telephone
 Company
 Midland Company
 Midland Mutual Life Insurance
 Company
 Minnesota Mutual Life Insurance
 Company
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance
 Company

NCNB Corporation
 NERCO Inc.
 National Bank of Detroit
 National Life Insurance Company
 Nevada Power Company
 The New England
 New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Life Insurance Company
 Norton Company
 Norwest Bank Minneapolis
 Norwest Corporation
 Numerica Savings Bank
 PACCAR Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Penn Central Corporation
 J.C. Penney Company, Inc.
 Pennzoil Company
 PepsiCo, Inc.
 Philadelphia Electric Company
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Phoenix Mutual Life Insurance Company
 Pillsbury Company
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pneumo Abex Corporation
 Portland General Electric Company
 Potomac Electric Power Company
 Primerica Corporation
 The Principal Financial Group
 Putnam Trust Company
 RJR Nabisco, Inc.
 Rainier National Bank
 Ralston Purina Company
 Raymond Corporation
 Revco
 Rock Island Refining Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 SAFECO Insurance Companies
 St. Joseph Light and Power Company
 The St. Paul Companies, Inc.

Santa Fe Southern Pacific Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 Security Pacific National Bank
 Shell Oil Company
 Southeast Banking Corporation
 Southern California Gas Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Stanadyne, Inc.
 Sterling Drug Inc.
 Subaru of America
 Tandy Corporation
 Tenneco, Inc.
 3M
 Time Insurance Company
 Times Mirror
 The Toro Company
 Transco Energy Company
 The Travelers Companies
 Trinova Corporation
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 U.S. Bancorp
 United States Tobacco Company
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Victoria Bank and Trust Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Warner Lambert
 Wells Fargo & Company
 Western Savings
 Westinghouse Electric Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Xerox

COMMUNITY ARTS

ARCO
 Aetna Life and Casualty
 Alexander & Baldwin, Inc.
 Allstate Insurance Company
 Amcast Industrial Corporation

American United Life Insurance
 AmeriTrust Company
 Amfac Hawaii, Inc.
 Amoco Corporation
 Amsted Industries Inc.
 Analog Devices, Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Baker International Corporation
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 The Bank Of New York
 BankAmerica Corporation
 Barberg and Associates
 Battle Creek Gas Company
 Bausch & Lomb
 Baxter Travenol Laboratories, Inc.
 BayBanks, Inc.
 Beatrice Foods Company
 Becor Western Inc.
 Bell & Howell Company
 Bell of Pennsylvania
 Borg-Warner Corporation
 Bristol-Myers Company
 Brown Group Inc.
 Brunswick Corporation
 Brunswick Pulp and Paper Company
 Burlington Industries Inc.
 Butler Manufacturing Company
 The CNA Insurance Companies
 Cabot Corporation
 California and Hawaiian Sugar Company
 Campbell Soup Company
 Capitol Life Insurance Company
 Carolina Power & Light Company
 Carpenter Technology Corporation
 Carson Pirie Scott & Company
 Cessna Aircraft Company
 Champion Products Inc.
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 The Chase Manhattan Bank, N.A.
 Chemical Bank
 Chesapeake Corporation
 Chesebrough-Pond's Inc.
 Chevron Corporation
 Church & Dwight Co., Inc.
 Ciba-Geigy Corporation
 Citizens Savings Bank and
 Citizens Trust Company
 Colgate-Palmolive Company

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 The St. Paul Companies, Inc.
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Sears, Roebuck and Co.
 Shaklee Corporation
 Shawmut Bank N.A.
 Shell Oil Company
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwestern Bell Corporation

Sovran Bank, N.A.
 Stanadyne, Inc.
 The Standard Register Company
 Sterling Drug Inc.
 Subaru of America
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 3M
 Time Insurance Company
 Times Mirror
 The Toro Company
 Tracor, Inc.
 Transco Energy Company
 Trinova Corporation
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company
 Van Dorn Company
 Victoria Bank and Trust
 Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Western Savings
 Westinghouse Electric
 Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Xerox
 Zayre Corporation

LITERATURE

AMCORE Financial, Inc.
 Alexander & Baldwin, Inc.
 Amoco Corporation
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 Bank of Mississippi

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 PepsiCo, Inc.
 Philadelphia Electric Company
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 Shell Oil Company
 Sovran Bank, N.A.
 Stanadyne, Inc.
 Sterling Drug Inc.
 Subaru of America
 Texas Instruments, Inc.
 Time Insurance Company
 USG Corporation
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 Van Dorn Company
 Volkswagen of America Inc.
 Walgreen Company
 The Walt Disney Company
 Wausau Insurance Companies
 Western Savings
 Xerox

MUSEUMS

AMCORE Financial, Inc.
 AMEV Holdings, Inc.
 ARCO
 AT&T
 AXIA Incorporated
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Alexander & Baldwin, Inc.
 Allegis Corporation
 Allstate Insurance Company
 Amax Inc.
 Amcast Industrial Corporation
 American Greetings Corporation
 American Petrofina, Inc.
 American United Life Insurance
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 Ethyl Corporation
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 Mitchell Energy and
 Development Corporation
 Montgomery Ward & Company,
 Inc.
 Morrison-Knudsen Corporation
 Motorola Inc.
 Multimedia, Inc.

Murphy Oil Corporation
 Mutual Benefit Life Insurance Company
 NCNB Corporation
 NERCO Inc.
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 National City Bank
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 Portland General Electric Company
 Potomac Electric Power Company
 Primerica Corporation
 The Principal Financial Group
 The Progressive Corporation
 Provident Life Insurance Company
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Bank
 RJR Nabisco, Inc.
 Rainier National Bank
 Ralston Purina Company

Raymond Corporation
 Reliance Group, Inc.
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 Revco
 Rhode Island Hospital Trust National Bank
 Rock Island Refining Corporation
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 Tandy Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 3M
 Time Insurance Company
 Times Mirror
 The Toro Company
 Tracor, Inc.
 Transco Energy Company
 The Travelers Companies
 Trinova Corporation
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
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 Volkswagen of America Inc.
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 Walgreen Company
 The Walt Disney Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo & Company
 Western Savings
 Westvaco Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Xerox
 Zayre Corporation

NATIONAL ORGANIZATIONS

ARCO
 AT&T
 Allegis Corporation
 Allstate Insurance Company
 Amax Inc.
 American Cyanamid Company
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PERFORMING ARTS

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 SAFECO Insurance Companies
 St. Joseph Light and Power Company
 The St. Paul Companies, Inc.
 Salomon Inc.
 Santa Fe Southern Pacific Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Security Pacific National Bank
 Shaklee Corporation
 Shawmut Bank N.A.
 Shell Oil Company
 Southeast Banking Corporation
 Southern California Gas Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Stanadyne, Inc.
 The Standard Register Company
 Sterling Drug Inc.
 Subaru of America
 Tandy Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 3M
 Time Insurance Company
 Times Mirror
 The Toro Company

Tracor, Inc.
 Transco Energy Company
 Trinova Corporation
 Tyco Laboratories, Inc.
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Van Dorn Company
 Victoria Bank and Trust Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Wells Fargo & Company
 Western Savings
 Westinghouse Electric Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Xerox
 Zayre Corporation

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 AMCORE Financial, Inc.
 AMEV Holdings, Inc.
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 AT&T
 AXIA Incorporated
 Aetna Life and Casualty
 Air Products and Chemicals, Inc.
 Alexander & Baldwin, Inc.
 Allegis Corporation
 Allstate Insurance Company
 Amax Inc.
 Amcast Industrial Corporation
 American Petrofina, Inc.
 American United Life Insurance
 Ameritech
 Ameritrust Company
 Amfac Hawaii, Inc.

Amoco Corporation
 Amsted Industries Inc.
 Analog Devices, Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Augat Incorporated
 Bacardi Imports
 Baker International Corporation
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 The Bank Of New York
 BankAmerica Corporation
 Barberg and Associates
 Barry Wright Corporation
 Bausch & Lomb
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 Beatrice Foods Company
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 Bell & Howell Company
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 Chevron Corporation
 Ciba-Geigy Corporation
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 Colgate-Palmolive Company
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 of the United States
 Ethyl Corporation
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 Federal Mogul Corporation
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 First National Bank of Chicago
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 Company of Lincoln
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 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation

First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fleming Companies, Inc.
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 GATX Corporation
 GE
 GEICO Corporation
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 General Motors Corporation
 GenRad, Inc.
 Gleason Corporation
 Gould Inc.
 Graco Inc.
 GrandMet USA Inc.
 Great Lakes Federal Savings
 The Guardian Life Insurance
 Company of America
 Hallmark Cards, Inc.
 Halstead Industries Inc.
 Harper & Row Publishers, Inc.
 Harris Trust and Savings Bank
 HARTMARX Corporation
 Hazeltine Corporation
 The Heil Company
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 Hexcel Corporation
 Hills Bros. Coffee, Inc.
 Holiday Corporation
 Hon Industries Inc.
 Honeywell Inc.
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 Huffy Corporation
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 Illinois Tool Works
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 Insilco Corporation
 The Interlake Corporation
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 International Multifoods
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 International Paper Company
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 Iroquois Brands Ltd.
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 John Hancock Mutual Life
 Jostens, Inc.

Kaiser Aluminum and Chemical Corporation
 Kaman Corporation
 The Kendall Company
 Kennametal, Inc.
 Kohler Company
 Kraft, Inc.
 W.A. Krueger Company
 The LTV Corporation
 Lake View Trust and Savings Bank
 The Lamson & Sessions Company
 Land O' Lakes Incorporated
 Lever Brothers Company
 Liberty National Bank & Trust Company of Louisville
 Eli Lilly and Company
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 Lukens, Inc.
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 Martin Marietta Corporation
 Masonite Corporation
 McDermott Incorporated
 McGraw-Hill, Inc.
 McKesson Corporation
 Mead Corporation
 Medtronic Incorporated
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 Meritor Financial Group
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 Midland Company
 Millipore Corporation
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 Missouri Public Service Company
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 Morrison-Knudsen Corporation
 Motorola Inc.
 Murphy Oil Corporation
 Mutual Benefit Life Insurance Company
 NERCO Inc.
 Nalco Chemical Company
 National Bank of Detroit
 National City Bank
 National Life Insurance Company
 Nevada Power Company
 The New England

New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone Company, Inc.
 Northwestern National Life Insurance Company
 Norton Company
 Norwest Bank Minneapolis
 Norwest Corporation
 Noxell Corporation
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pacific Telesis Group
 Penn Central Corporation
 J.C. Penney Company, Inc.
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia Electric Company
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Phoenix Mutual Life Insurance Company
 Pillsbury Company
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pneumo Abex Corporation
 Portland General Electric Company
 Potomac Electric Power Company
 Primerica Corporation
 The Principal Financial Group
 The Progressive Corporation
 Provident Life Insurance Company
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Bank
 Rainier National Bank
 Ralston Purina Company
 Raymond Corporation
 Reliance Group, Inc.
 Reliance Insurance Company
 Revco
 Rhode Island Hospital Trust National Bank
 Rock Island Refining Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company

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 Transco Energy Company
 The Travelers Companies
 Trinova Corporation
 Tyco Laboratories, Inc.
 USC Corporation
 USX
 Union Electric Company
 Union Pacific Corporation
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 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 Van Dorn Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Western Savings
 Wetterau, Inc.

Weyerhaeuser Company
Wickes Companies, Inc.
Xerox
Zayre Corporation

VISUAL ARTS/CRAFTS

AMCORE Financial, Inc.
AMEV Holdings, Inc.
ARCO
Air Products and Chemicals, Inc.
Alexander & Baldwin, Inc.
Allstate Insurance Company
American United Life Insurance
AmeriTrust Company
Amoco Corporation
Amsted Industries Inc.
Analog Devices, Inc.
Anheuser-Busch Companies
Arizona Public Service Company
Bacardi Imports
Baltimore Gas and Electric Co.
Bank of Boston Corporation
Bank of Mississippi
BankAmerica Corporation
Barberg and Associates
Battle Creek Gas Company
Bausch & Lomb
Baxter Travenol Laboratories, Inc.
BayBanks, Inc.
Bell Atlantic Corporation
Bell of Pennsylvania
Best Products
Borg-Warner Corporation
Brown Group Inc.
Brunswick Pulp and Paper Company
Burlington Industries Inc.
Cabot Corporation
Campbell Soup Company
Capitol Life Insurance Company
Cessna Aircraft Company
Charter Medical Corporation
The Chase Manhattan Bank, N.A.
Chemical Bank
Chesapeake Corporation
Chesebrough-Pond's Inc.
Chevron Corporation
Ciba-Geigy Corporation
CITICORP/CITIBANK
Citizens Savings Bank and Citizens Trust Company
Colgate-Palmolive Company
Colorado Interstate Gas Company
Commerce Bancshares, Inc.
Consumers Power Company

The Continental Corporation
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Cummins Engine Company, Inc.
Cyclops Corporation
Dain Bosworth Incorporated
Dallas Power and Light Company
Data General Corporation
Datapoint Corporation
Dataproducts
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Deluxe Check Printers, Inc.
Dexter Corporation
Diamond Shamrock Corporation
Digital Equipment Corporation
Dominion Bankshares Corporation
Dow Corning Corporation
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Eaton Corporation
Emery Worldwide
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First Pennsylvania Corporation
First Security Bank of Idaho
1st Source Corporation
First Tennessee Bank, N.A. Memphis
First Union Corporation
Fluor Corporation
GATX Corporation
GEICO Corporation
Gannett Co., Inc.
GenCorp
General Motors Corporation

Gleason Corporation
GrandMet USA Inc.
Great Lakes Federal Savings
The Guardian Life Insurance Company of America
Hallmark Cards, Inc.
Hexcel Corporation
Hon Industries Inc.
Hospital Corporation of America
Houghton Mifflin Company
Houston Lighting & Power Company
Huffy Corporation
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Indiana Bell Telephone Company
Insilco Corporation
The Interlake Corporation
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McDermott Incorporated
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McKesson Corporation
Mead Corporation
Mellon Bank N.A.
Merck & Co., Inc.
Meritor Financial Group
Metropolitan Life Insurance Company
Michigan Bell Telephone Company
Midland Company
Morrison-Knudsen Corporation
Mutual Benefit Life Insurance Company
NCNB Corporation
NERCO Inc.
National Bank of Detroit
National Life Insurance Company
The New England
Newsweek, Inc.

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 Company, Inc.
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 RJR Nabisco, Inc.
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 Xerox
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THEATER

AMCORE Financial, Inc.
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 Wickes Companies, Inc.
 Xerox
 Zayre Corporation

**SYMPHONY/CHAMBER
 ORCHESTRA**
 AMCORE Financial, Inc.
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 AT&T

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 Hexcel Corporation
 Hills Bros. Coffee, Inc.
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 Merck & Co., Inc.
 Meritor Financial Group
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 Midland Company
 Minnesota Mutual Life Insurance
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 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company
 Pacific Telesis Group
 Penn Central Corporation
 J.C. Penney Company, Inc.
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia Electric Company
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Phoenix Mutual Life Insurance
 Company
 Pillsbury Company
 Pitney Bowes Inc.
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pneumo Abex Corporation
 Portland General Electric
 Company
 Potomac Electric Power
 Company
 Primerica Corporation

The Principal Financial Group
 The Progressive Corporation -
 Provident Life Insurance
 Company
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 RJR Nabisco, Inc.
 Rainier National Bank
 Ralston Purina Company
 Raymond Corporation
 Reliance Group, Inc.
 Reliance Insurance Company
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining
 Corporation
 Rockwell International
 Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Ryder System, Inc.
 SPS Technologies Inc.
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salomon Inc
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Security Pacific National Bank
 Shaklee Corporation
 Shawmut Bank N.A.
 Shell Oil Company
 Southeast Banking Corporation
 Southern California Gas
 Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Staley Continental, Inc.
 Stanadyne, Inc.
 The Standard Register Company
 Sterling Drug Inc.
 Subaru of America
 Tandy Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 3M
 Time Insurance Company
 Times Mirror
 The Toro Company
 Tracor, Inc.

Transco Energy Company
 Trinova Corporation
 USG Corporation
 USX
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company
 Victoria Bank and Trust
 Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Wausau Insurance Companies
 Wells Fargo & Company
 Western Savings
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Xerox
 Zayre Corporation

 DANCE
 AMCORE Financial, Inc.
 AMEV Holdings, Inc.
 ARCO
 AT&T
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Allegis Corporation
 Allstate Insurance Company
 Amax Inc.
 Amcast Industrial Corporation
 American Cyanamid Company
 Ameritech
 Ameritrust Company
 Amoco Corporation
 Amsted Industries Inc.
 Analog Devices, Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 BankAmerica Corporation
 Barberg and Associates

Bausch & Lomb
 Baxter Travenol Laboratories,
 Inc.
 BayBanks, Inc.
 Bell Atlantic Corporation
 Bell of Pennsylvania
 The Boeing Company
 Borg-Warner Corporation
 Bristol-Myers Company
 Brown Group Inc.
 Brunswick Corporation
 Brunswick Pulp and Paper
 Company
 Burlington Industries Inc.
 Butler Manufacturing Company
 The CNA Insurance Companies
 Cabot Corporation
 California and Hawaiian Sugar
 Company
 Campbell Soup Company
 Capitol Life Insurance Company
 Carpenter Technology
 Corporation
 Cessna Aircraft Company
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chesapeake Corporation
 Chesebrough-Pond's Inc.
 Chevron Corporation
 Ciba-Geigy Corporation
 CITICORP/CITIBANK
 Citizens Savings Bank and
 Citizens Trust Company
 Colgate-Palmolive Company
 Colorado Interstate Gas
 Company
 Colt Industries Inc.
 Commerce Bancshares, Inc.
 Consumers Power Company
 The Continental Corporation
 Conwood Corporation
 Cooper Industries, Inc.
 Corning Glass Works
 Country Companies
 Covenant Insurance Company
 Cowles Media Company
 Crum and Forster, Inc.
 Cummins Engine Company, Inc.
 Curtice-Burns Foods, Inc.
 Cyclops Corporation
 Dain Bosworth Incorporated
 Dallas Power and Light
 Company
 Data General Corporation
 Dayton Hudson Corporation
 Deluxe Check Printers, Inc.
 Dexter Corporation

Diamond Shamrock Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 R.R. Donnelley & Sons
 Company
 Dow Corning Corporation
 Dresser Industries Inc.
 Duquesne Light Company
 EBSCO Industries, Inc.
 Eastern Gas and Fuel Associates
 Eaton Corporation
 Emery Worldwide
 Emhart Corporation
 Equifax Inc.
 Ethyl Corporation
 European American Bank
 Federal Mogul Corporation
 Fireman's Fund Insurance
 Companies
 First American Bank of Virginia
 First American Corporation
 First Bank System
 The First Boston Corporation
 First Commercial Bank N.A. -
 Little Rock
 First Federal Savings and Loan
 Association
 First Interstate Bank of
 California
 First Interstate Bank of Denver
 First National Bank of Chicago
 Corporation
 First National Bank and Trust
 Company of Lincoln
 First Nationwide Bank
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation
 First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Fluor Corporation
 GATX Corporation
 GE
 GEICO Corporation
 Gannett Co., Inc.
 General Motors Corporation
 GenRad, Inc.
 Gleason Corporation
 Glenmore Distilleries Company
 Gould Inc.
 GrandMet USA Inc.
 Great Lakes Federal Savings
 The Guardian Life Insurance
 Company of America
 Gulf States Utilities Company
 Hallmark Cards, Inc.

HARTMARX Corporation
 Hazeltine Corporation
 Hewlett-Packard Company
 Hexcel Corporation
 Hills Bros. Coffee, Inc.
 Honeywell Inc.
 Hospital Corporation of America
 Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Huffy Corporation
 IC Industries Incorporated
 Illinois Bell Telephone Company
 Indiana Bell Telephone
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 The Interlake Corporation
 International Minerals &
 Chemical Corporation
 International Multifoods
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 International Paper Company
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 Kerr-McGee
 Kohler Company
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 Martin Marietta Corporation
 Masonite Corporation
 McDermott Incorporated
 McGraw-Hill, Inc.
 McKesson Corporation
 Mead Corporation
 Medtronic Incorporated
 Mellon Bank N.A.
 Merck & Co., Inc.
 Meritor Financial Group
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 Company
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 Company
 Midland Company
 Missouri Public Service
 Company

Mitchell Energy and
 Development Corporation
 Morrison-Knudsen Corporation
 Motorola Inc.
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 Nalco Chemical Company
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 National Life Insurance
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 Nevada Power Company
 The New England
 New England Telephone
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 Company, Inc.
 Norton Company
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 Subaru of America
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 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
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 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Telecommunications, Inc.
 Universal Leaf Tobacco
 Company, Inc.
 The Upjohn Company
 Victoria Bank and Trust
 Company

Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Walt Disney Company
 Wells Fargo & Company
 Western Savings
 Wetterau, Inc.
 Weyerhaeuser Company
 Xerox
 Zayre Corporation

FILM/VIDEO
 AMCORE Financial, Inc.
 Amfac Hawaii, Inc.
 Analog Devices, Inc.
 Anheuser-Busch Companies
 Arizona Public Service Company
 Bank of Boston Corporation
 Bank of Mississippi
 The Bank Of New York
 Bausch & Lomb
 Baxter Travenol Laboratories,
 Inc.
 BayBanks, Inc.
 Bell Atlantic Corporation
 Bell of Pennsylvania
 Borg-Warner Corporation
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 Kohler Company
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 Company of Louisville
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 Mead Corporation
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 Midland Company
 Mitchell Energy and
 Development Corporation
 NERCO Inc.

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 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Technologies Corporation
 United Telecommunications, Inc.
 Volkswagen of America Inc.
 Walgreen Company
 The Walt Disney Company
 Western Savings
 Wetterau, Inc.
 Xerox

OPERA
 AMEV Holdings, Inc.
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 Air Products and Chemicals,
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 Alexander & Baldwin, Inc.
 Allegis Corporation
 Allstate Insurance Company
 American Cyanamid Company
 American United Life Insurance
 Ameritech
 AmeriTrust Company
 Amfac Hawaii, Inc.
 Amoco Corporation
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 Bell & Howell Company
 Bell of Pennsylvania
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 Carson Pirie Scott & Company
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 CooperVision, Inc
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 Dresser Industries Inc.
 Duquesne Light Company
 Eastern Gas and Fuel Associates
 Eaton Corporation
 Emery Worldwide
 Emhart Corporation
 Equitable Life Assurance Society
 of the United States
 Ethyl Corporation
 European American Bank
 FMC Corporation
 Federal Mogul Corporation
 Fireman's Fund Insurance
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 First American Corporation
 First Bank System
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 First Interstate Bank of Denver

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 First Nationwide Bank
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation
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 Gleason Corporation
 Gould Inc.
 GrandMet USA Inc.
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 Hexcel Corporation
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 Howell Corporation
 Huffy Corporation
 Hyster Company
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 The Interlake Corporation
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 International Paper Company
 Iowa Resources Inc.
 Iroquois Brands Ltd.
 Irving Trust Company
 James River Corporation
 Jantzen Inc.
 John Hancock Mutual Life

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 Kaman Corporation
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 MGIC Investment Corporation
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 McDermott Incorporated
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 Mead Corporation
 Medtronic Incorporated
 Mellon Bank N.A.
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 Nalco Chemical Company
 National City Bank
 National Life Insurance
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 The New England
 New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Northwestern National Life
 Insurance Company
 Norton Company
 Norwest Bank Minneapolis

Norwest Corporation
 Noxell Corporation
 Numerica Savings Bank
 Olin Corporation
 Omark Industries, Inc.
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 Pacific Northwest Bell Telephone Company
 Pacific Telesis Group
 Penn Central Corporation
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 PepsiCo, Inc.
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 Phillips Petroleum Company
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 Trinova Corporation
 USG Corporation
 USX
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 Victoria Bank and Trust Company
 Virginia Power Company
 Volkswagen of America Inc.
 Walgreen Company
 The Walt Disney Company
 The Washington Post Company
 Wells Fargo & Company
 Western Savings
 Westvaco Corporation
 Weyerhaeuser Company
 Xerox

INDIVIDUAL ARTISTS

Barberg and Associates
 Bell Atlantic Corporation
 The Continental Corporation

Executive Life Insurance Company
 First Interstate Bank of Denver
 First National Bank and Trust Company of Lincoln
 First Tennessee Bank, N.A. Memphis
 Iroquois Brands Ltd.
 PepsiCo, Inc.
 United Jersey Bank, N. A.
 The Walt Disney Company

TYPES OF SUPPORT

GENERAL OPERATING EXPENSES

AMCORE Financial, Inc.
ARCO
AT&T
Air Products and Chemicals,
Inc.
Alberto-Culver Company
Alexander & Baldwin, Inc.
Allegis Corporation
The Allen Group Inc.
Allied-Signal Inc.
Allstate Insurance Company
Amax Inc.
Amcast Industrial Corporation
American Cyanamid Company
American Express Company
American General Corporation
American Greetings Corporation
American Petrofina, Inc.
American Security Corporation
American United Life Insurance
AmeriTrust Company
Amfac Hawaii, Inc.
Amoco Corporation
Amsted Industries Inc.
Analog Devices, Inc.
Anheuser-Busch Companies
C.R. Anthony Company
Arizona Public Service Company
Ashland Oil, Inc.
Augat Incorporated
Baker International Corporation
Baltimore Gas and Electric Co.
Bank of Boston Corporation
The Bank Of New York

BankAmerica Corporation
Barberg and Associates
Barry Wright Corporation
Battle Creek Gas Company
Bausch & Lomb
Baxter Travenol Laboratories,
Inc.
BayBanks, Inc.
Beatrice Foods Company
Bell Atlantic Corporation
Bell & Howell Company
Bell of Pennsylvania
Blount, Inc.
Borg-Warner Corporation
The Boston Globe
Bristol-Myers Company
Brown Group Inc.
Brunswick Corporation
Brunswick Pulp and Paper
Company
Buffalo Forge Company
Butler Manufacturing Company
CSX Corporation
Cabot Corporation
CalMat Co.
California and Hawaiian Sugar
Company
Carolina Power & Light
Company
Carpenter Technology
Corporation
Carson Pirie Scott & Company
Centerre Bank N.A.
Centex Corporation
Cessna Aircraft Company
Champion Products Inc.

Charter Medical Corporation
The Chase Manhattan Bank,
N.A.
Chatham Manufacturing
Company
Chemical Bank
Chesapeake Corporation
Chesebrough-Pond's Inc.
Chevron Corporation
Chubb Life Insurance Company
of America
Ciba-Geigy Corporation
CITICORP/CITIBANK
Colorado Interstate Gas
Company
Colt Industries Inc
Comerica Incorporated
Commerce Bancshares, Inc.
Connecticut Mutual Life,
Member of CM Alliance
Consolidated Aluminum
Corporation
Consolidated Papers, Inc.
Consumers Power Company
The Continental Corporation
CooperVision, Inc
Adolph Coors Company
Covenant Insurance Company
Cowles Media Company
Crum and Forster, Inc.
Cummins Engine Company, Inc.
Curtice-Burns Foods, Inc.
Cyclops Corporation
Dain Bosworth Incorporated
Dallas Power and Light
Company

Data General Corporation
 Datapoint Corporation
 Dataproducts
 Dayton Hudson Corporation
 The Dayton Power and Light Company
 Deere & Company
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 Dravo Corporation
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 Dyneer Corporation
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 Eastman Kodak Company
 Eaton Corporation
 Emery Worldwide
 Emhart Corporation
 Employers Mutual Casualty Company
 Equifax Inc.
 Ethyl Corporation
 European American Bank
 Exxon Corporation
 FMC Corporation
 Fairchild Semiconductor Corporation
 Federal Mogul Corporation
 Federal National Mortgage Association (Fannie Mae)
 Fireman's Fund Insurance Companies
 First American Bank of Virginia
 First American Corporation
 First Bank System
 The First Boston Corporation
 First City Bancorporation
 First Commercial Bank N.A. - Little Rock
 First Interstate Bank of California
 First Interstate Bank of Denver
 First Interstate Bank of Oklahoma
 First National Bank of Chicago Corporation
 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation

First Southern Federal Savings and Loan
 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 Fisher-Price
 Fleming Companies, Inc.
 Fluor Corporation
 Ford Motor Company
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 Frisch's Restaurants Inc.
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 Great Lakes Federal Savings
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 G. Heileman Brewing Company Inc.
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 Hexcel Corporation
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 Hospital Corporation of America
 Houghton Mifflin Company
 Houston Lighting & Power Company
 Howell Corporation
 Huff Corporation
 Hyster Corporation
 IC Industries Incorporated
 IDS Financial Services Inc.

ITT Corporation
 Illinois Bell Telephone Company
 Illinois Tool Works
 Indiana Bell Telephone Company
 Insilco Corporation
 The Interlake Corporation
 IBM Corporation
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 International Multifoods Corporation
 Iowa Resources Inc.
 Iroquois Brands Ltd.
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 Justin Industries Incorporated
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 The Kendall Company
 Key Bank N.A.
 Kohler Company
 Kraft, Inc.
 W.A. Krueger Company
 The LTV Corporation
 Lake View Trust and Savings Bank
 The Lamson & Sessions Company
 Land O' Lakes Incorporated
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 Lever Brothers Company
 The Liberty National Bank and Trust Company
 Eli Lilly and Company
 The Lincoln National Life Insurance Company
 Lone Star Industries, Inc.
 Lukens, Inc.
 MBank Houston
 MGIC Investment Corporation
 R.H. Macy & Company Inc.
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 Meritor Financial Group

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 Ralston Purina Company
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 Southeast Banking Corporation
 Southern California Gas Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Staley Continental, Inc.
 Stanadyne, Inc.

The Standard Register Company
 Sterling Drug Inc.
 Subaru of America
 Syracuse Supply Company
 Tandy Corporation
 Tektronix, Inc.
 The Telex Corporation
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Texfi Industries, Inc.
 Textron Inc.
 3M
 Time Incorporated
 Time Insurance Company
 Times Mirror
 The Toro Company
 Tracor, Inc.
 Transco Energy Company
 The Travelers Companies
 Trinova Corporation
 Tyco Laboratories, Inc.
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 U.S. Bancorp
 United States Tobacco Company
 United States Trust Company of New York
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valspar Corporation
 Van Dorn Company
 Victoria Bank and Trust Company
 Virginia Power Company
 The Wachovia Corporation
 Walgreen Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Western Savings
 Westinghouse Electric Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Wolverine World Wide, Inc.
 Xerox

CAPITAL PROJECTS
 AMCORE Financial, Inc.
 AT&T
 Aeroquip Corporation

Air Products and Chemicals, Inc.
 Alberto-Culver Company
 Alexander & Baldwin, Inc.
 Allegis Corporation
 The Allen Group Inc.
 Allied-Signal Inc.
 Amcast Industrial Corporation
 American General Corporation
 American Greetings Corporation
 American Hoechst Corporation
 American Petrofina, Inc.
 American Security Corporation
 American United Life Insurance
 AmeriTrust Company
 Amfac Hawaii, Inc.
 Amoco Corporation
 Amsted Industries Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Augat Incorporated
 Baker International Corporation
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 BankAmerica Corporation
 Barberg and Associates
 Barry Wright Corporation
 Battle Creek Gas Company
 Baxter Travenol Laboratories, Inc.
 BayBanks, Inc.
 Beatrice Foods Company
 Becor Western Inc.
 Bell & Howell Company
 Bell of Pennsylvania
 Blount, Inc.
 The Boeing Company
 Borg-Warner Corporation
 The Boston Globe
 Brown Group Inc.
 Buffalo Forge Company
 Burlington Industries Inc.
 CSX Corporation
 Cabot Corporation
 California and Hawaiian Sugar Company
 Campbell Soup Company
 Carolina Power & Light Company
 Carpenter Technology Corporation
 Carson Pirie Scott & Company
 Centerre Bank N.A.
 Central Hudson Gas & Electric Corporation
 Cessna Aircraft Company
 Champion Products Inc.

Charter Medical Corporation
 Chatham Manufacturing Company
 Chesapeake Corporation
 Chesebrough-Pond's Inc.
 Chubb Life Insurance Company of America
 Ciba-Geigy Corporation
 CITICORP/CITIBANK
 Citizens Savings Bank and Citizens Trust Company
 Colorado Interstate Gas Company
 Colt Industries Inc.
 Comerica Incorporated
 Commerce Bancshares, Inc.
 Commercial Shearing, Inc.
 Consumers Power Company
 The Continental Corporation
 Conwood Corporation
 Cooper Industries, Inc.
 CooperVision, Inc.
 Corning Glass Works
 Country Companies
 Cowles Media Company
 Crum and Forster, Inc.
 Curtice-Burns Foods, Inc.
 Cyclops Corporation
 Dain Bosworth Incorporated
 Dallas Power and Light Company
 Data General Corporation
 Datapoint Corporation
 Dayton Hudson Corporation
 Deere & Company
 Deluxe Check Printers, Inc.
 Dexter Corporation
 Diamond Shamrock Corporation
 Dominion Bankshares Corporation
 R.R. Donnelley & Sons Company
 Dow Corning Corporation
 Dravo Corporation
 Dresser Industries Inc.
 Duquesne Light Company
 Durham Corporation
 Eastern Gas and Fuel Associates
 Eastman Kodak Company
 Eaton Corporation
 Emery Worldwide
 Emhart Corporation
 Equifax Inc.
 Ethyl Corporation
 FMC Corporation
 Federal Mogul Corporation
 Federal National Mortgage Association (Fannie Mae)

Fireman's Fund Insurance Companies
 First American Bank of Virginia
 First American Corporation
 First Bank System
 First City Bancorporation
 First Federal Savings and Loan Association
 First Interstate Bank of California
 First Interstate Bank of Denver
 First Interstate Bank of Oklahoma
 First National Bank of Chicago Corporation
 First National Bank and Trust Company
 First National Bank and Trust Company of Lincoln
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation
 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 Fisher-Price
 Fleming Companies, Inc.
 Fluor Corporation
 Gannett Co., Inc.
 GenCorp
 General Motors Corporation
 GenRad, Inc.
 Gleason Corporation
 Glenmore Distilleries Company
 Gould Inc.
 GrandMet USA Inc.
 Graybar Electric Company Incorporated
 Great American First Savings Bank
 Great Lakes Federal Savings
 The Guardian Life Insurance Company of America
 Hanes Companies, Inc.
 Harper & Row Publishers, Inc.
 Harris Trust and Savings Bank
 HARTMARX Corporation
 The Heil Company
 G. Heileman Brewing Company Inc.
 Hershey Foods Corporation
 Hexcel Corporation
 Hexcel Corporation
 Holiday Corporation
 Home Life Insurance Company of New York
 Hon Industries Inc.
 Honeywell Inc.
 Hospital Corporation of America

Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Howell Corporation
 Huff Corporation
 Hyster Company
 IC Industries Incorporated
 ITT Corporation
 Illinois Bell Telephone Company
 Illinois Tool Works
 Indiana Bell Telephone
 Company
 The Interlake Corporation
 IBM Corporation
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 Iowa Resources Inc.
 Iroquois Brands Ltd.
 James River Corporation
 Jantzen Inc.
 Jefferson National Life Insurance
 Company
 Johnson Controls, Inc.
 Jostens, Inc.
 Justin Industries Incorporated
 Kaman Corporation
 The Kendall Company
 Key Bank N.A.
 Kohler Company
 Kraft, Inc.
 The LTV Corporation
 Lake View Trust and Savings
 Bank
 Land O' Lakes Incorporated
 Lear Siegler, Inc.
 The Liberty National Bank and
 Trust Company
 Liberty National Bank & Trust
 Company of Louisville
 Eli Lilly and Company
 The Lincoln National Life
 Insurance Company
 Lone Star Industries, Inc.
 Lukens, Inc.
 MBank Houston
 MGIC Investment Corporation
 Mallinckrodt, Inc.
 Martin Marietta Corporation
 Masonite Corporation
 McDermott Incorporated
 Mead Corporation
 Mellon Bank N.A.
 Merck & Co., Inc.
 Meritor Financial Group
 Michigan Bell Telephone
 Company
 Midland Company

Midland Mutual Life Insurance
 Company
 Minnesota Mutual Life Insurance
 Company
 Missouri Public Service
 Company
 Mitchell Energy and
 Development Corporation
 Morrison-Knudsen Corporation
 Motorola Inc.
 Multimedia, Inc.
 NCNB Corporation
 NERCO Inc.
 NL Industries, Inc.
 Nalco Chemical Company
 National City Bank
 National Life Insurance
 Company
 Nevada Power Company
 The New England
 New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Northwestern National Life
 Insurance Company
 Norton Company
 Norwest Corporation
 Noxell Corporation
 Numerica Savings Bank
 Old Stone Bank
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 PNC Financial Corp
 PPG Industries, Inc.
 PACCAR Inc
 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company
 J.C. Penney Company, Inc.
 Pentair, Inc.
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia Electric Company
 Philadelphia National Bank
 Phillips Petroleum Company
 Pillsbury Company
 Pitney Bowes Inc.
 Pittsburgh National Corporation
 Pneumo Abex Corporation
 Polaroid Corporation
 Polychrome Corporation
 Portland General Electric
 Company
 Potomac Electric Power
 Company

The Principal Financial Group
 The Procter & Gamble
 Company
 Provident Life Insurance
 Company
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 The Prudential Insurance
 Company of America
 RJR Nabisco, Inc.
 RKO General, Inc.
 Rainier National Bank
 Ralston Purina Company
 Reading and Bates Corporation
 Reliance Group, Inc.
 Republic New York Corporation
 Research-Cottrell Inc.
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining
 Corporation
 Rockwell International
 Corporation
 Roper Corporation
 Rorer Group Inc.
 The Rouse Company
 Ryder System, Inc.
 SPS Technologies Inc.
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salt River Project
 Santa Fe Southern Pacific
 Corporation
 Sea-Land Corporation
 Sears, Roebuck and Co.
 Security Pacific National Bank
 Shawmut Bank N.A.
 Shell Oil Company
 Simpson Investment Company
 Sonat
 Southern California Gas
 Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Staley Continental, Inc.
 Stanadyne, Inc.
 Subaru of America
 Syracuse Supply Company
 Tandy Corporation
 Tektronix, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Times Mirror
 Tracor, Inc.
 Transco Energy Company
 The Travelers Companies

Trinova Corporation
 USAir
 USG Corporation
 USX
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 U.S. Bancorp
 United States Tobacco Company
 United States Trust Company of
 New York
 United Technologies Corporation
 United Telecommunications, Inc.
 The Upjohn Company
 VF Corporation
 Valspar Corporation
 Van Dorn Company
 Victoria Bank and Trust
 Company
 Virginia Power Company
 Volkswagen of America Inc.
 The Wachovia Corporation
 Walgreen Company
 The Washington Post Company
 Western Savings
 Westinghouse Electric
 Corporation
 Westvaco Corporation
 Wetterau, Inc.
 Zayre Corporation

ENDOWMENT CAMPAIGNS

AMCORE Financial, Inc.
 American Greetings Corporation
 American Security Corporation
 American United Life Insurance
 Amfac Hawaii, Inc.
 Anheuser-Busch Companies
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 The Bank Of New York
 Barberg and Associates
 Barry Wright Corporation
 BayBanks, Inc.
 Carson Pirie Scott & Company
 Cessna Aircraft Company
 Commerce Bancshares, Inc.
 Consolidated Papers, Inc.
 Dallas Power and Light
 Company
 Dexter Corporation
 Diamond Shamrock Corporation
 Ethyl Corporation
 Federal National Mortgage
 Association (Fannie Mae)
 First City Bancorporation
 First Interstate Bank of
 California

First National Bank of Chicago
 Corporation
 First Tennessee Bank, N.A.
 Memphis
 Fleming Companies, Inc.
 Fluor Corporation
 GenRad, Inc.
 Glenmore Distilleries Company
 GrandMet USA Inc.
 Gulf States Utilities Company
 HARTMARX Corporation
 Hexcel Corporation
 Houghton Mifflin Company
 Howell Corporation
 IC Industries Incorporated
 ITT Corporation
 Indiana Bell Telephone
 Company
 IBM Corporation
 International Minerals &
 Chemical Corporation
 Iroquois Brands Ltd.
 James River Corporation
 Justin Industries Incorporated
 The Kendall Company
 Key Bank N.A.
 The LTV Corporation
 Lake View Trust and Savings
 Bank
 The Liberty National Bank and
 Trust Company
 Liberty National Bank & Trust
 Company of Louisville
 The Lincoln National Life
 Insurance Company
 Lone Star Industries, Inc.
 Mercury Savings & Loan
 Association
 Midland Company
 NERCO Inc.
 National City Bank
 National Life Insurance
 Company
 Newsweek, Inc.
 Noxell Corporation
 Omark Industries, Inc.
 Pacific Mutual Life Insurance
 Company
 Penn Central Corporation
 Pennsylvania Manufacturers
 Association Insurance
 Company
 Pentair, Inc.
 PepsiCo, Inc.
 Pillsbury Company
 Pneumo Abex Corporation
 Polaroid Corporation
 Portland General Electric
 Company

Potomac Electric Power
 Company
 Provident Life Insurance
 Company
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 Ralston Purina Company
 Republic New York Corporation
 Rockwell International
 Corporation
 Salt River Project
 Sea-Land Corporation
 G.D. Searle and Company
 Shawmut Bank N.A.
 Sonat
 Sovran Bank, N.A.
 Stanadyne, Inc.
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Time Insurance Company
 Tracor, Inc.
 USAir
 USG Corporation
 United Bank of Denver, N.A.
 United States Trust Company of
 New York
 U S West Corporation Inc.
 VF Corporation
 Valspar Corporation
 Walgreen Company
 Zayre Corporation

SPECIAL PROJECTS

AMCORE Financial, Inc.
 AMEV Holdings, Inc.
 ARCO
 AT&T
 Aeroquip Corporation
 Aetna Life and Casualty
 Air Products and Chemicals,
 Inc.
 Alberto-Culver Company
 Alexander & Baldwin, Inc.
 Allegis Corporation
 The Allen Group Inc.
 Allied-Signal Inc.
 Allstate Insurance Company
 Amcast Industrial Corporation
 American Cyanamid Company
 American Express Company
 American General Corporation
 American Greetings Corporation
 American Hoechst Corporation
 American Security Corporation
 Ameritech
 Amfac Hawaii, Inc.
 Amoco Corporation

Amsted Industries Inc.
 Anheuser-Busch Companies
 C.R. Anthony Company
 Arizona Public Service Company
 Ashland Oil, Inc.
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Bank of Mississippi
 BankAmerica Corporation
 Barberg and Associates
 Barry Wright Corporation
 Battle Creek Gas Company
 Baxter Travenol Laboratories,
 Inc.
 Beatrice Foods Company
 Becor Western Inc.
 Bell Atlantic Corporation
 Bell & Howell Company
 Bell of Pennsylvania
 Best Products
 Blount, Inc.
 The Boeing Company
 Borg-Warner Corporation
 The Boston Globe
 Bristol-Myers Company
 Brown Group Inc.
 Brunswick Corporation
 Brunswick Pulp and Paper
 Company
 Burlington Industries Inc.
 Butler Manufacturing Company
 CIGNA Corporation
 The CNA Insurance Companies
 CSX Corporation
 Cabot Corporation
 California and Hawaiian Sugar
 Company
 Campbell Soup Company
 Carpenter Technology
 Corporation
 Carson Pirie Scott & Company
 Centerre Bank N.A.
 Cessna Aircraft Company
 Champion Products Inc.
 Charter Medical Corporation
 The Chase Manhattan Bank,
 N.A.
 Chatham Manufacturing
 Company
 Chemical Bank
 Chesebrough-Pond's Inc.
 Chevron Corporation
 Chubb Life Insurance Company
 of America
 Ciba-Geigy Corporation
 CITICORP/CITIBANK
 Citizens Savings Bank and
 Citizens Trust Company
 The Coca-Cola Company

Comerica Incorporated
 Commerce Bancshares, Inc.
 Connecticut Mutual Life,
 Member of CM Alliance
 Consolidated Aluminum
 Corporation
 Consolidated Papers, Inc.
 Consumers Power Company
 The Continental Corporation
 Cooper Industries, Inc.
 CooperVision, Inc.
 Adolph Coors Company
 Corning Glass Works -
 Country Companies
 Covenant Insurance Company
 Cowles Media Company
 Crum and Forster, Inc.
 Cummins Engine Company, Inc.
 Curtice-Burns Foods, Inc.
 Dain Bosworth Incorporated
 Dallas Power and Light
 Company
 Data General Corporation
 Datapoint Corporation
 Dayton Hudson Corporation
 The Dayton Power and Light
 Company
 Deere & Company
 Dexter Corporation
 Diamond Shamrock Corporation
 Digital Equipment Corporation
 Dominion Bankshares
 Corporation
 R.R. Donnelley & Sons
 Company
 Dow Corning Corporation
 Dravo Corporation
 Dresser Industries Inc.
 Durham Corporation
 EBSCO Industries, Inc.
 Eastern Gas and Fuel Associates
 Eaton Corporation
 Emhart Corporation
 Equifax Inc.
 Equitable Life Assurance Society
 of the United States
 European American Bank
 Exxon Corporation
 FMC Corporation
 Fairchild Semiconductor
 Corporation
 Federal Mogul Corporation
 Federal National Mortgage
 Association (Fannie Mae)
 First American Bank of Virginia
 First American Corporation
 First City Bancorporation
 First Commercial Bank N.A.
 Little Rock

First Federal Savings and Loan
 Association
 First Interstate Bank of
 California
 First Interstate Bank of Denver
 First National Bank of Chicago
 Corporation
 First National Bank and Trust
 Company
 First National Bank and Trust
 Company of Lincoln
 First Pennsylvania Corporation
 First Security Bank of Idaho
 1st Source Corporation
 First Southern Federal Savings
 and Loan
 First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fisher-Price
 Fleming Companies, Inc.
 Fluor Corporation
 Ford Motor Company
 Frisch's Restaurants Inc.
 H.B. Fuller Company
 GATX Corporation
 GE
 GEICO Corporation
 Gannett Co., Inc.
 GenCorp
 General Motors Corporation
 General Public Utilities
 Corporation
 GenRad, Inc.
 Glenmore Distilleries Company
 Gould Inc.
 GrandMet USA Inc.
 Graybar Electric Company
 Incorporated
 Great American First Savings
 Bank
 Great American First Savings
 Bank
 Great Lakes Federal Savings
 The Guardian Life Insurance
 Company of America
 Halstead Industries Inc.
 Hanes Companies, Inc.
 Harper & Row Publishers, Inc.
 HARTMARX Corporation
 Hazeltine Corporation
 The Heil Company
 G. Heileman Brewing Company
 Inc.
 H.J. Heinz Company
 Hershey Foods Corporation
 Hewlett-Packard Company
 Hexcel Corporation
 Hexcel Corporation

Hills Bros. Coffee, Inc.
 Holiday Corporation
 Hon Industries Inc.
 Honeywell Inc.
 Hospital Corporation of America
 Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Howell Corporation
 Huffey Corporation
 IC Industries Incorporated
 IDS Financial Services Inc.
 ITT Corporation
 Indiana Bell Telephone
 Company
 Insilco Corporation
 IBM Corporation
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 International Paper Company
 Iowa Resources Inc.
 Iroquois Brands Ltd.
 James River Corporation
 Jantzen Inc.
 Johnson Controls, Inc.
 Jostens, Inc.
 Justin Industries Incorporated
 Kaiser Aluminum and Chemical
 Corporation
 Kaman Corporation
 The Kendall Company
 Kerr-McGee
 Key Bank N.A.
 Kohler Company
 Kraft, Inc.
 W.A. Krueger Company
 The LTV Corporation
 Lake View Trust and Savings
 Bank
 Land O' Lakes Incorporated
 Lear Siegler, Inc.
 The Liberty National Bank and
 Trust Company
 Liberty National Bank & Trust
 Company of Louisville
 Eli Lilly and Company
 The Lincoln National Life
 Insurance Company
 Lone Star Industries, Inc.
 Lukens, Inc.
 MBank Houston
 MGIC Investment Corporation
 R.H. Macy & Company Inc.
 Mallinckrodt, Inc.
 Martin Marietta Corporation
 Masonite Corporation
 McDermott Incorporated

McDonald's Corporation
 McGraw-Hill, Inc.
 McKesson Corporation
 Mead Corporation
 Medtronic Incorporated
 Mellon Bank N.A.
 Merck & Co., Inc.
 Mercury Savings & Loan
 Association
 Meritor Financial Group
 Metropolitan Life Insurance
 Company
 Michigan Bell Telephone
 Company
 Midland Company
 Midland Mutual Life Insurance
 Company
 Minnesota Mutual Life Insurance
 Company
 Missouri Public Service
 Company
 Mitchell Energy and
 Development Corporation
 Mobil Oil Corporation
 Morrison-Knudsen Corporation
 Motorola Inc.
 Multimedia, Inc.
 Mutual Benefit Life Insurance
 Company
 NCBN Corporation
 NERCO Inc.
 NL Industries, Inc.
 Nalco Chemical Company
 National Bank of Detroit
 National City Bank
 National Life Insurance
 Company
 The New England
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Norton Company
 Norwest Bank Minneapolis
 Norwest Corporation
 Noxell Corporation
 Numerica Savings Bank
 Old Stone Bank
 Olin Corporation
 Omark Industries, Inc.
 Otter Tail Power Company
 PNC Financial Corp
 PPG Industries, Inc.
 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company
 Pacific Telesis Group
 Penn Central Corporation

J.C. Penney Company, Inc.
 Pennsylvania Manufacturers
 Association Insurance
 Company
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Pillsbury Company
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Pneumo Abex Corporation
 Polychrome Corporation
 Portland General Electric
 Company
 Potomac Electric Power
 Company
 Primerica Corporation
 The Principal Financial Group
 The Progressive Corporation
 Provident Life Insurance
 Company
 Provident Mutual Life Insurance
 Company of Philadelphia
 Provident National Bank
 The Prudential Insurance
 Company of America
 RJR Nabisco, Inc.
 RKO General, Inc.
 Rainier National Bank
 Ralston Purina Company
 Reading and Bates Corporation
 Reliance Group, Inc.
 Republic New York Corporation
 Research-Cottrell Inc.
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining
 Corporation
 Rockwell International
 Corporation
 Rorer Group Inc.
 The Rouse Company
 SPS Technologies Inc.
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salt River Project
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 Scott Paper Company
 Sea-Land Corporation
 G.D. Searle and Company
 Sears, Roebuck and Co.
 Shaklee Corporation
 Shawmut Bank N.A.

Shell Oil Company
 Simpson Investment Company
 Sonat
 Southeast Banking Corporation
 Southern California Gas Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Staley Continental, Inc.
 Stanadyne, Inc.
 Subaru of America
 Syracuse Supply Company
 Tandy Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Textron Inc.
 3M
 Time Incorporated
 Time Insurance Company
 Times Mirror
 The Toro Company
 Tracor, Inc.
 Transco Energy Company
 Tyco Laboratories, Inc.
 USAir
 USG Corporation
 USX
 Union Carbide Corporation
 Union Electric Company
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United Parcel Service
 United States Tobacco Company
 United States Trust Company of New York
 U S West Corporation Inc.
 United Technologies Corporation
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Valspar Corporation
 Victoria Bank and Trust Company
 Volkswagen of America Inc.
 Walgreen Company
 The Walt Disney Company
 Warner Lambert
 The Washington Post Company
 Wausau Insurance Companies
 Westinghouse Electric Corporation
 Wetterau, Inc.
 Weyerhaeuser Company
 Wickes Companies, Inc.
 Wolverine World Wide, Inc.

Xerox
 Zayre Corporation

IN-KIND GOODS/SERVICES

AMCORE Financial, Inc.
 ARCO
 The Allen Group Inc.
 American Express Company
 American Greetings Corporation
 American Hoechst Corporation
 Amfac Hawaii, Inc.
 Analog Devices, Inc.
 C.R. Anthony Company
 Arizona Public Service Company
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Barberg and Associates
 Barry Wright Corporation
 Bausch & Lomb
 The Boeing Company
 The CNA Insurance Companies
 Campbell Soup Company
 Carson Pirie Scott & Company
 Centerre Bank N.A.
 Cessna Aircraft Company
 Charter Medical Corporation
 Chatham Manufacturing Company
 Chemical Bank
 Chesapeake Corporation
 Ciba-Geigy Corporation
 Citizens Savings Bank and Citizens Trust Company
 Colorado Interstate Gas Company
 Comerica Incorporated
 Commerce Bancshares, Inc.
 Connecticut Mutual Life, Member of CM Alliance
 Consumers Power Company
 CooperVision, Inc.
 Adolph Coors Company
 Dain Bosworth Incorporated
 Data General Corporation
 Dataproducts
 Diamond Shamrock Corporation
 Eastern Gas and Fuel Associates
 Eaton Corporation
 European American Bank
 First American Bank of Virginia
 First American Corporation
 The First Boston Corporation
 First Federal Savings and Loan Association
 First National Bank of Chicago Corporation
 First Pennsylvania Corporation
 1st Source Corporation

First Tennessee Bank, N.A. Memphis
 Fleming Companies, Inc.
 Fluor Corporation
 Frisch's Restaurants Inc.
 GATX Corporation
 GEICO Corporation
 General Motors Corporation
 Glenmore Distilleries Company
 Great American First Savings Bank
 Great American First Savings Bank
 G. Heileman Brewing Company Inc.
 Hewlett-Packard Company
 Hills Bros. Coffee, Inc.
 Holiday Corporation
 Houghton Mifflin Company
 Houston Lighting & Power Company
 Hyster Company
 IC Industries Incorporated
 ITT Corporation
 Indiana Bell Telephone Company
 The Interlake Corporation
 International Minerals & Chemical Corporation
 Iroquois Brands Ltd.
 James River Corporation
 Jostens, Inc.
 Kerr-McGee
 Key Bank N.A.
 The LTV Corporation
 Land O' Lakes Incorporated
 The Liberty National Bank and Trust Company
 Liberty National Bank & Trust Company of Louisville
 The Lincoln National Life Insurance Company
 MGIC Investment Corporation
 Mead Corporation
 Medtronic Incorporated
 Meritor Financial Group
 Michigan Bell Telephone Company
 Missouri Public Service Company
 Mitchell Energy and Development Corporation
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance Company
 NERCO Inc.
 National Life Insurance Company
 The New England

Olin Corporation
 Omark Industries, Inc.
 Pacific Mutual Life Insurance Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Polaroid Corporation
 Polychrome Corporation
 Portland General Electric Company
 Provident National Bank
 Republic New York Corporation
 Rhode Island Hospital Trust National Bank
 Rock Island Refining Corporation
 Rockwell International Corporation
 Roper Corporation
 Ryder System, Inc.
 SAFECO Insurance Companies
 Salt River Project
 Shaklee Corporation
 Shawmut Bank N.A.
 Sonat
 Southeast Banking Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Time Insurance Company
 The Toro Company
 Tracor, Inc.
 USAir
 USX
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 U.S. Bancorp
 United States Tobacco Company
 U S West Corporation Inc.
 Valspar Corporation
 Virginia Power Company
 Wetterau, Inc.
 Wickes Companies, Inc.
 Zayre Corporation

INTERNATIONAL CULTURAL EXCHANGE

American Express Company
 Anheuser-Busch Companies
 Barberg and Associates
 The Boeing Company
 Charter Medical Corporation
 Chubb Life Insurance Company of America
 Ciba-Geigy Corporation

Dresser Industries Inc.
 Houghton Mifflin Company
 ITT Corporation
 Midland Company
 NERCO Inc.
 Newsweek, Inc.
 Northwestern Bell Telephone Company, Inc.
 Pacific Telesis Group
 Pennsylvania Manufacturers Association Insurance Company
 PepsiCo, Inc.
 Phillips Petroleum Company
 Pittsburgh National Corporation
 Reliance Group, Inc.
 Republic New York Corporation
 Rock Island Refining Corporation
 Rockwell International Corporation
 Sonat
 Time Incorporated
 USAir
 USG Corporation
 U.S. Bancorp
 United Technologies Corporation
 Valspar Corporation
 The Walt Disney Company

SPONSORSHIPS THROUGH ADVERTISING/PUBLIC RELATIONS

Alberto-Culver Company
 The Allen Group Inc.
 Amcast Industrial Corporation
 American Express Company
 American Security Corporation
 Ameritech
 Ameritrust Company
 Amfac Hawaii, Inc.
 C.R. Anthony Company
 Baltimore Gas and Electric Co.
 Bank of Mississippi
 Battle Creek Gas Company
 Bausch & Lomb
 CSX Corporation
 Charter Medical Corporation
 Chatham Manufacturing Company
 Chemical Bank
 Citizens Savings Bank and Citizens Trust Company
 Comerica Incorporated
 Commerce Bancshares, Inc.
 Consolidated Papers, Inc.
 Consumers Power Company
 Adolph Coors Company
 Dain Bosworth Incorporated

Dexter Corporation
 Diamond Shamrock Corporation
 Ethyl Corporation
 First American Corporation
 First National Bank and Trust Company of Lincoln
 First Pennsylvania Corporation
 1st Source Corporation
 First Southern Federal Savings and Loan
 First Tennessee Bank, N.A. Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Frisch's Restaurants Inc.
 General Motors Corporation
 Glenmore Distilleries Company
 Great American First Savings Bank
 Harper & Row Publishers, Inc.
 Hazeltine Corporation
 Houghton Mifflin Company
 Houston Lighting & Power Company
 IC Industries Incorporated
 Indiana Bell Telephone Company
 Iroquois Brands Ltd.
 James River Corporation
 Kerr-McGee
 The LTV Corporation
 Lake View Trust and Savings Bank
 Lone Star Industries, Inc.
 R.H. Macy & Company Inc.
 Meritor Financial Group
 Midland Company
 Mobil Oil Corporation
 NERCO Inc.
 National City Bank
 National Life Insurance Company
 Newsweek, Inc.
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Pennsylvania Manufacturers Association Insurance Company
 Philip Morris Companies, Inc.
 Pittsburgh National Corporation
 Pneumo Abex Corporation
 Portland General Electric Company
 Potomac Electric Power Company
 The Principal Financial Group
 Provident National Bank

Reading and Bates Corporation
 Republic New York Corporation
 Rhode Island Hospital Trust
 National Bank
 Rockwell International
 Corporation
 The Rouse Company
 Salt River Project
 Sea-Land Corporation
 Sonat
 Sovran Bank, N.A.
 Stanadyne, Inc.
 Texfi Industries, Inc.
 Time Insurance Company
 The Travelers Companies
 United Jersey Bank, N. A.
 U S West Corporation Inc.
 United Technologies Corporation
 Universal Leaf Tobacco
 Company, Inc.
 VF Corporation
 Wickes Companies, Inc.
 Zayre Corporation

TECHNICAL ASSISTANCE FROM COMPANY PERSONNEL

AMCORE Financial, Inc.
 ARCO
 The Allen Group Inc.
 American Express Company
 American Greetings Corporation
 Analog Devices, Inc.
 Arizona Public Service Company
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 Barberg and Associates
 Barry Wright Corporation
 Bausch & Lomb
 The Boeing Company
 Campbell Soup Company
 Carson Pirie Scott & Company
 Cessna Aircraft Company
 Chemical Bank
 Chesapeake Corporation
 Ciba-Geigy Corporation
 Connecticut Mutual Life,
 Member of CM Alliance
 Adolph Coors Company
 Cummins Engine Company, Inc.
 Dain Bosworth Incorporated
 Dexter Corporation
 Diamond Shamrock Corporation
 Eaton Corporation
 European American Bank
 First American Corporation
 First National Bank of Chicago
 Corporation

Fleming Companies, Inc.
 Frisch's Restaurants Inc.
 GEICO Corporation
 General Motors Corporation
 Glenmore Distilleries Company
 Great American First Savings
 Bank
 Holiday Corporation
 Hospital Corporation of America
 Houghton Mifflin Company
 Huffy Corporation
 Hyster Company
 IC Industries Incorporated
 Insilco Corporation
 The Interlake Corporation
 International Minerals &
 Chemical Corporation
 Iroquois Brands Ltd.
 Jostens, Inc.
 Kerr-McGee
 The LTV Corporation
 Lake View Trust and Savings
 Bank
 The Liberty National Bank and
 Trust Company
 Liberty National Bank & Trust
 Company of Louisville
 The Lincoln National Life
 Insurance Company
 MGIC Investment Corporation
 R.H. Macy & Company Inc.
 Mead Corporation
 Medtronic Incorporated
 Meritor Financial Group
 Midland Company
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance
 Company
 NERCO Inc.
 Newsweek, Inc.
 Olin Corporation
 Pennsylvania Manufacturers
 Association Insurance
 Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philip Morris Companies, Inc.
 Pittsburgh National Corporation
 Playboy Enterprises, Inc.
 Portland General Electric
 Company
 Provident National Bank
 Reading and Bates Corporation
 Republic New York Corporation
 Rhode Island Hospital Trust
 National Bank
 Rockwell International
 Corporation
 Roper Corporation

Ryder System, Inc.
 The St. Paul Companies, Inc.
 Salt River Project
 Sara Lee Corporation
 Shaklee Corporation
 Shawmut Bank N.A.
 Sonat
 Southeast Banking Corporation
 Southern California Gas
 Company
 Sovran Bank, N.A.
 Tandy Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Tracor, Inc.
 USX
 United Jersey Bank, N. A.
 Universal Leaf Tobacco
 Company, Inc.
 Wetterau, Inc.

EMPLOYEE MATCHING GIFTS

ARCO
 AT&T
 Alexander & Baldwin, Inc.
 The Allen Group Inc.
 Allied-Signal Inc.
 Amcast Industrial Corporation
 American Express Company
 Ameritech
 Arizona Public Service Company
 Armo Inc.
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 BankAmerica Corporation
 Barberg and Associates
 Barry Wright Corporation
 Beatrice Foods Company
 Becor Western Inc.
 Best Products
 Blount, Inc.
 The Boeing Company
 The Boston Globe
 Brown Group Inc.
 Brunswick Corporation
 Burlington Industries Inc.
 Butler Manufacturing Company
 CIGNA Corporation
 California and Hawaiian Sugar
 Company
 Carson Pirie Scott & Company
 The Chase Manhattan Bank,
 N.A.
 Chemical Bank
 Chubb Life Insurance Company
 of America
 CITICORP/CITIBANK

Consolidated Papers, Inc.
 The Continental Corporation
 Cooper Industries, Inc.
 Corning Glass Works
 Covenant Insurance Company
 Datapoint Corporation
 Deluxe Check Printers, Inc.
 Dexter Corporation
 Digital Equipment Corporation
 R.R. Donnelley & Sons
 Company
 Dow Corning Corporation
 EBSco Industries, Inc.
 Eaton Corporation
 Emhart Corporation
 Equitable Life Assurance Society
 of the United States
 European American Bank
 Exxon Corporation
 Federal Mogul Corporation
 Federal National Mortgage
 Association (Fannie Mae)
 Fireman's Fund Insurance
 Companies
 First Bank System
 First Interstate Bank of
 California
 First Security Bank of Idaho
 Fisher-Price
 GATX Corporation
 GEICO Corporation
 Gannett Co., Inc.
 General Motors Corporation
 GenRad, Inc.
 Gulf States Utilities Company
 Harper & Row Publishers, Inc.
 Harris Trust and Savings Bank
 H.J. Heinz Company
 Holiday Corporation
 Home Life Insurance Company
 of New York
 Houghton Mifflin Company
 Illinois Bell Telephone Company
 Indiana Bell Telephone
 Company
 The Interlake Corporation
 IBM Corporation
 International Minerals &
 Chemical Corporation
 Iroquois Brands Ltd.
 Johnson Controls, Inc.
 Jostens, Inc.
 Kennametal, Inc.
 Lake View Trust and Savings
 Bank
 Lear Siegler, Inc.
 Lever Brothers Company
 The Lincoln National Life
 Insurance Company

MBank Houston
 Martin Marietta Corporation
 Masonite Corporation
 McDonald's Corporation
 McGraw-Hill, Inc.
 Meritor Financial Group
 Michigan Bell Telephone
 Company
 Millipore Corporation
 Minnesota Mutual Life Insurance
 Company
 Mobil Oil Corporation
 Montgomery Ward & Company,
 Inc.
 Morrison-Knudsen Corporation
 Murphy Oil Corporation
 New England Telephone
 Newsweek, Inc.
 The Northern Trust Company
 Northwestern Bell Telephone
 Company, Inc.
 Norton Company
 Noxell Corporation
 Olin Corporation
 Omark Industries, Inc.
 PNC Financial Corp
 PPG Industries, Inc.
 Pacific Northwest Bell
 Telephone Company
 Penn Central Corporation
 Pennzoil Company
 Peoples Energy Corporation
 PepsiCo, Inc.
 Philip Morris Companies, Inc.
 Phillips Petroleum Company
 Pitney Bowes Inc.
 Playboy Enterprises, Inc.
 Polychrome Corporation
 RJR Nabisco, Inc.
 Rainier National Bank
 Reliance Group, Inc.
 Republic New York Corporation
 Rhode Island Hospital Trust
 National Bank
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Santa Fe Southern Pacific
 Corporation
 Sara Lee Corporation
 G.D. Searle and Company
 Security Pacific National Bank
 Shaklee Corporation
 Shawmut Bank N.A.
 Sonat
 Southern California Gas
 Company
 Southwestern Bell Corporation
 Sovran Bank, N.A.
 Stanadyne, Inc.

Subaru of America
 Tandy Corporation
 Tektronix, Inc.
 Texas Eastern Corporation
 Texas Instruments, Inc.
 Textron Inc.
 Time Incorporated
 Times Mirror
 Tracor, Inc.
 The Travelers Companies
 USAir
 USG Corporation
 USX
 Union Pacific Corporation
 United Bank of Denver, N.A.
 United Parcel Service
 United States Tobacco Company
 U S West Corporation Inc.
 United Technologies Corporation
 Universal Leaf Tobacco
 Company, Inc.
 Virginia Power Company
 The Washington Post Company
 Westinghouse Electric
 Corporation
 Wolverine World Wide, Inc.
 Xerox

TYPES OF IN-KIND SERVICE/ TECHNICAL ASSISTANCE PROVIDED

PRINTING

The Allen Group Inc.
Allied-Signal Inc.
Allied Van Lines, Inc.
American General Corporation
American United Life Insurance
Arizona Public Service Company
Augat Incorporated
Baltimore Gas and Electric Co.
Bausch & Lomb
The Boeing Company
CIGNA Corporation
The CNA Insurance Companies
Campbell Soup Company
Centerre Bank N.A.
Charter Medical Corporation
Chatham Manufacturing
Company
Chesapeake Corporation
Chesebrough-Pond's Inc.
Citizens Savings Bank and
Citizens Trust Company
Comerica Incorporated
Connecticut Mutual Life,
Member of CM Alliance
Consumers Power Company
Adolph Coors Company
Countrymark
Cray Research, Inc.
H.B.M. Creamer Incorporated
Crum and Forster, Inc.
Dain Bosworth Incorporated
Data General Corporation
The Dayton Power and Light
Company

R.R. Donnelley & Sons
Company
Duquesne Light Company
EBSCO Industries, Inc.
Eaton Corporation
European American Bank
Fireman's Fund Insurance
Companies
First American Bank of Virginia
First Interstate Bank of
Oklahoma
First Pennsylvania Corporation
1st Source Corporation
First Tennessee Bank, N.A.
Memphis
Fluor Corporation
GATX Corporation
GE
GEICO Corporation
General Motors Corporation
Graco Inc.
Great American First Savings
Bank
Great American First Savings
Bank
Holiday Corporation
Houghton Mifflin Company
Houston Lighting & Power
Company
Hyster Company
The Interlake Corporation
International Minerals &
Chemical Corporation
John Hancock Mutual Life
Jostens, Inc.
Key Bank N.A.

Land O' Lakes Incorporated
The Liberty National Bank and
Trust Company
Liberty National Bank & Trust
Company of Louisville
The Lincoln National Life
Insurance Company
MGIC Investment Corporation
McDonald's Corporation
Mead Corporation
Meritor Financial Group
Missouri Public Service
Company
Morrison-Knudsen Corporation
Mutual Benefit Life Insurance
Company
NERCO Inc.
National Bank of Detroit
The New England
Northwestern National Life
Insurance Company
Olin Corporation
Pacific Mutual Life Insurance
Company
Pacific Northwest Bell
Telephone Company
Peoples Energy Corporation
Philadelphia National Bank
Philip Morris Companies, Inc.
Phoenix Mutual Life Insurance
Company
Playboy Enterprises, Inc.
Portland General Electric
Company
Provident National Bank -

The Prudential Insurance Company of America
 Rainier National Bank
 Reading and Bates Corporation
 Revco
 Rhode Island Hospital Trust National Bank
 Rockwell International Corporation
 Ryder System, Inc.
 SAFECO Insurance Companies
 Salt River Project
 Shaklee Corporation
 Shawmut Bank N.A.
 Sonat
 Southeast Banking Corporation
 Sterling Drug Inc.
 Tandy Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas International Co.
 Time Insurance Company
 The Toro Company
 Tracor, Inc.
 The Travelers Companies
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 U.S. Bancorp
 United States Tobacco Company
 United Telecommunications, Inc.
 Virginia Power Company
 Wetterau, Inc.
 Zayre Corporation

EXHIBITION SPACE

Bank of Mississippi
 Chatham Manufacturing Company
 Comerica Incorporated
 Adolph Coors Company
 Countrymark
 Executive Life Insurance Company
 First Commercial Bank N.A. - Little Rock
 First Tennessee Bank, N.A. - Memphis
 Great American First Savings Bank
 G. Heileman Brewing Company Inc.
 James River Corporation
 Jostens, Inc.
 The Kendall Company
 The Liberty National Bank and Trust Company
 Meritor Financial Group
 Morrison-Knudsen Corporation

Mutual Benefit Life Insurance Company
 NCNB Corporation
 National City Bank
 Olin Corporation
 Pacific Mutual Life Insurance Company
 Pacific Northwest Bell Telephone Company
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance Company
 Portland General Electric Company
 Provident National Bank
 Reading and Bates Corporation
 Rhode Island Hospital Trust National Bank
 The Rouse Company
 Sonat
 Tandy Corporation
 Texas Eastern Corporation
 Transco Energy Company
 The Travelers Companies
 Wetterau, Inc.

PERFORMANCE SPACE

Chatham Manufacturing Company
 Adolph Coors Company
 Countrymark
 Cummins Engine Company, Inc.
 First Commercial Bank N.A. - Little Rock
 First Tennessee Bank, N.A. - Memphis
 General Motors Corporation
 John Hancock Mutual Life
 Johnson Controls, Inc.
 The Kendall Company
 Mead Corporation
 Olin Corporation
 Philip Morris Companies, Inc.
 Portland General Electric Company
 Reading and Bates Corporation
 The Rouse Company
 Snyder General Corporation
 Sonat
 Tandy Corporation
 Texas Eastern Corporation
 The Travelers Companies
 United Bank of Denver, N.A.
 Wetterau, Inc.

MEETING SPACE

ARCO
 The Allen Group Inc.
 Allied-Signal Inc.

Allied Van Lines, Inc.
 American Express Company
 American General Corporation
 American Hoechst Corporation
 American United Life Insurance
 Ameritrust Company
 Analog Devices, Inc.
 Bank of Boston Corporation
 Bank of Mississippi
 Bausch & Lomb
 Borg-Warner Corporation
 CIGNA Corporation
 The CNA Insurance Companies
 Centerre Bank N.A.
 Charter Medical Corporation
 Chatham Manufacturing Company
 Citizens Savings Bank and Citizens Trust Company
 Colorado Interstate Gas Company
 Commerce Bancshares, Inc.
 Connecticut Mutual Life, Member of CM Alliance
 Consumers Power Company
 CooperVision, Inc.
 Adolph Coors Company
 Countrymark
 Covenant Insurance Company
 Cray Research, Inc.
 H.B.M. Creamer Incorporated
 Cummins Engine Company, Inc.
 Dain Bosworth Incorporated
 Dataproducts
 Dayton Hudson Corporation
 The Dayton Power and Light Company
 Duquesne Light Company
 Eastern Gas and Fuel Associates
 Equifax Inc.
 First National Bank of Chicago Corporation
 1st Source Corporation
 First Tennessee Bank, N.A. - Memphis
 First Union Corporation
 Fluor Corporation
 GATX Corporation
 General Motors Corporation
 General Public Utilities Corporation
 GenRad, Inc.
 Glenmore Distilleries Company
 Great American First Savings Bank
 Great American First Savings Bank
 G. Heileman Brewing Company Inc.

Holiday Corporation
 Honeywell Inc.
 Hyster Company
 Illinois Bell Telephone Company
 International Minerals &
 Chemical Corporation
 James River Corporation
 John Hancock Mutual Life
 Johnson Controls, Inc.
 Jostens, Inc.
 Key Bank N.A.
 Land O' Lakes Incorporated
 The Liberty National Bank and
 Trust Company
 The Lincoln National Life
 Insurance Company
 MGIC Investment Corporation
 Mead Corporation
 Medtronic Incorporated
 Meritor Financial Group
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance
 Company
 NERCO Inc.
 National Bank of Detroit
 Northwestern National Life
 Insurance Company
 Olin Corporation
 Otter Tail Power Company
 Pacific Mutual Life Insurance
 Company
 Pacific Northwest Bell
 Telephone Company
 Philadelphia National Bank
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance
 Company
 Portland General Electric
 Company
 Provident National Bank
 Rainier National Bank
 Reading and Bates Corporation
 Rhode Island Hospital Trust
 National Bank
 Rockwell International
 Corporation
 The Rouse Company
 SAFECO Insurance Companies
 The St. Paul Companies, Inc.
 Salt River Project
 Shaklee Corporation
 Shawmut Bank N.A.
 Snyder General Corporation
 Sonat
 Southeast Banking Corporation
 Tandy Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Time Insurance Company

Tracor, Inc.
 Transco Energy Company
 The Travelers Companies
 USG Corporation
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United States Tobacco Company
 United Telecommunications, Inc.
 Virginia Power Company
 Wetterau, Inc.
 Zayre Corporation

DONATED MATERIALS

ARCO
 The Allen Group Inc.
 Allied Van Lines, Inc.
 American Express Company
 American Hoechst Corporation
 AmeriTrust Company
 Analog Devices, Inc.
 Arizona Public Service Company
 Armco Inc.
 Athlone Industries, Inc.
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Boston Corporation
 BankAmerica Corporation
 Bausch & Lomb
 The Boeing Company
 The CNA Insurance Companies
 CalMat Co.
 Campbell Soup Company
 Capitol Life Insurance Company
 Cenex/Land O'Lakes AG
 Services
 Centerre Bank N.A.
 Chatham Manufacturing
 Company
 Chemical Bank
 Chesapeake Corporation
 Ciba-Geigy Corporation
 Citizens Savings Bank and
 Citizens Trust Company
 Colorado Interstate Gas
 Company
 Comerica Incorporated
 Commerce Bancshares, Inc.
 Connecticut Mutual Life,
 Member of CM Alliance
 Consolidated Papers, Inc.
 CooperVision, Inc.
 Adolph Coors Company
 Countrymark
 Covenant Insurance Company
 Cray Research, Inc.
 Dain Bosworth Incorporated
 Dataproducts
 Dayton Hudson Corporation
 Deere & Company

Diamond Shamrock Corporation
 Dominion Bankshares
 Corporation
 Duquesne Light Company
 Eastern Gas and Fuel Associates
 Eaton Corporation
 European American Bank
 Fireman's Fund Insurance
 Companies
 The First Boston Corporation
 First Commercial Bank N.A. -
 Little Rock
 First Federal Savings and Loan
 Association
 First Interstate Bank of
 Oklahoma
 First National Bank of Chicago
 Corporation
 1st Source Corporation
 First Tennessee Bank, N.A.
 Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Fluor Corporation
 Frisch's Restaurants Inc.
 GATX Corporation
 GEICO Corporation
 General Motors Corporation
 Glenmore Distilleries Company
 Great American First Savings
 Bank
 Great American First Savings
 Bank
 Hills Bros. Coffee, Inc.
 Holiday Corporation
 Houghton Mifflin Company
 Houston Lighting & Power
 Company
 Hyster Company
 IC Industries Incorporated
 ITT Corporation
 The Interlake Corporation
 International Minerals &
 Chemical Corporation
 International Multifoods
 Corporation
 James River Corporation
 John Hancock Mutual Life
 Johnson Controls, Inc.
 Kerr-McGee
 Key Bank N.A.
 Land O' Lakes Incorporated
 The Liberty National Bank and
 Trust Company
 MGIC Investment Corporation
 McDonald's Corporation
 Mead Corporation
 Meritor Financial Group
 Morrison-Knudsen Corporation

Mutual Benefit Life Insurance Company
 National Bank of Detroit
 The New England
 Omark Industries, Inc.
 Peoples Energy Corporation
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance Company
 Playboy Enterprises, Inc.
 Polaroid Corporation
 Polychrome Corporation
 Portland General Electric Company
 Provident National Bank
 The Prudential Insurance Company of America
 Rainier National Bank
 Reading and Bates Corporation
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rockwell International Corporation
 The Rouse Company
 SAFECO Insurance Companies
 Safeguard Business Systems
 The St. Paul Companies, Inc.
 Salomon Inc.
 Salt River Project
 Scott Paper Company
 Shaklee Corporation
 Simpson Investment Company
 Sonat
 Southeast Banking Corporation
 Sterling Drug Inc.
 Tandy Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Texas International Co.
 3M
 The Toro Company
 Tracor, Inc.
 The Travelers Companies
 USG Corporation
 USX
 Union Electric Company
 United Bank of Denver, N.A.
 United Jersey Bank, N. A.
 United States Tobacco Company
 United Telecommunications, Inc.
 Universal Leaf Tobacco Company, Inc.
 The Upjohn Company
 Van Dorn Company
 Virginia Power Company
 Wetterau, Inc.
 Wickes Companies, Inc.
 Zayre Corporation

DONATED COMPANY PRODUCTS/SERVICES

The Allen Group Inc.
 Allied-Signal Inc.
 Allied Van Lines, Inc.
 American Express Company
 Analog Devices, Inc.
 Athlone Industries, Inc.
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Barry Wright Corporation
 Bausch & Lomb
 The Boeing Company
 CalMat Co.
 Cenex/Land O'Lakes AG Services
 Centerre Bank N.A.
 Cessna Aircraft Company
 Chatham Manufacturing Company
 Chesapeake Corporation
 Church & Dwight Co., Inc.
 Ciba-Geigy Corporation
 Colt Industries Inc.
 Commerce Bancshares, Inc.
 Connecticut Mutual Life, Member of CM Alliance
 CooperVision, Inc.
 Adolph Coors Company
 Countrymark
 Cray Research, Inc.
 H.B.M. Creamer Incorporated
 Dain Bosworth Incorporated
 Data General Corporation
 Dataproducts
 Dayton Hudson Corporation
 Deere & Company
 Eastern Gas and Fuel Associates
 Eaton Corporation
 European American Bank
 First American Corporation
 First Commercial Bank N.A. - Little Rock
 First Interstate Bank of Oklahoma -
 First National Bank of Chicago Corporation
 1st Source Corporation
 First Tennessee Bank, N.A. - Memphis
 Fleming Companies, Inc.
 Fluor Corporation
 Frisch's Restaurants Inc.
 GE
 GEICO Corporation
 General Motors Corporation
 Glenmore Distilleries Company
 Graco Inc.

Great American First Savings Bank
 Great American First Savings Bank
 Hallmark Cards, Inc.
 Hewlett-Packard Company
 Hills Bros. Coffee, Inc.
 Holiday Corporation
 Houghton Mifflin Company
 Hyster Company
 IC Industries Incorporated
 ITT Corporation
 Insilco Corporation
 The Interlake Corporation
 International Minerals & Chemical Corporation
 International Multifoods Corporation
 Iroquois Brands Ltd.
 Johnson Controls, Inc.
 The Kendall Company
 Kerr-McGee
 Key Bank N.A.
 Land O' Lakes Incorporated
 The Liberty National Bank and Trust Company
 Eli Lilly and Company
 MGIC Investment Corporation
 McDonald's Corporation
 Mead Corporation
 Medtronic Incorporated
 Michigan Bell Telephone Company
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance Company
 The New England
 Omark Industries, Inc.
 Pentair, Inc.
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance Company
 Playboy Enterprises, Inc.
 Polaroid Corporation
 Polychrome Corporation
 Reading and Bates Corporation
 Revco
 Rhode Island Hospital Trust
 National Bank
 Rock Island Refining Corporation
 Rockwell International Corporation
 Roper Corporation
 The Rouse Company
 Safeguard Business Systems
 Sara Lee Corporation
 Scott Paper Company
 G.D. Searle and Company

Shaklee Corporation
Sonat
Southeast Banking Corporation
Staley Continental, Inc.
Sterling Drug Inc.
Tandy Corporation
Tenneco, Inc.
Texas Eastern Corporation
Texas International Co.
3M
Time Insurance Company
The Toro Company
The Travelers Companies
United Jersey Bank, N. A.
United States Tobacco Company
United Telecommunications, Inc.
Universal Leaf Tobacco
Company, Inc.
Valspar Corporation
Wetterau, Inc.
Wickes Companies, Inc.
Zayre Corporation

TYPES OF ARTS SPONSORSHIPS SUPPORTED THROUGH ADVERTISING/PUBLIC RELATIONS

EXHIBITIONS

ARCO
AT&T
American Express Company
American Greetings Corporation
AmeriTrust Company
Analog Devices, Inc.
Augat Incorporated
Bally Manufacturing Corporation
Baltimore Gas and Electric Co.
Bank of Mississippi
The Boston Globe
CSX Corporation
Capitol Life Insurance Company
Charter Medical Corporation
Chatham Manufacturing Company
Chemical Bank
Ciba-Geigy Corporation
Citizens Savings Bank and
Citizens Trust Company
Colorado Interstate Gas Company
Comerica Incorporated
Cooper Industries, Inc.
Adolph Coors Company
Cowles Media Company
Dayton Hudson Corporation
Dexter Corporation
Digital Equipment Corporation
Fireman's Fund Insurance Companies
First American Bank of Virginia
First American Corporation
First Commercial Bank N.A. -
Little Rock

First Interstate Bank of Denver
First National Bank and Trust
Company of Lincoln
First Pennsylvania Corporation
First Tennessee Bank, N.A.
Memphis
First Union Corporation
Fleming Companies, Inc.
Gannett Co., Inc.
General Motors Corporation
Glenmore Distilleries Company
Great American First Savings
Bank
Great Lakes Federal Savings
Hon Industries Inc.
Houghton Mifflin Company
IC Industries Incorporated
ITT Corporation
The Interlake Corporation
IBM Corporation
International Minerals &
Chemical Corporation
International Multifoods
Corporation
International Paper Company
Iroquois Brands Ltd.
James River Corporation
Kerr-McGee
Key Bank N.A.
Land O' Lakes Incorporated
The Liberty National Bank and
Trust Company
R.H. Macy & Company Inc.
Mead Corporation
Meritor Financial Group

Mitchell Energy and
Development Corporation
Mobil Oil Corporation
Morrison-Knudsen Corporation
Mutual Benefit Life Insurance
Company
NERCO Inc.
National City Bank
Norwest Corporation
Numerica Savings Bank
Pacific Northwest Bell
Telephone Company
Philip Morris Companies, Inc.
Phoenix Mutual Life Insurance
Company
Portland General Electric
Company
The Principal Financial Group
Provident National Bank
Republic New York Corporation
Rhode Island Hospital Trust
National Bank
The Rouse Company
SPS Technologies Inc.
SAFECO Insurance Companies
Salt River Project
Shaklee Corporation
Simpson Investment Company
Sonat
Southwestern Bell Corporation
The Telex Corporation
Tenneco, Inc.
Texas Eastern Corporation
Transco Energy Company
USX
United Jersey Bank, N. A.

United Technologies Corporation
VF Corporation
Wetterau, Inc.
Xerox

MUSIC CONCERTS

ARCO
AT&T
The Allen Group Inc.
American Express Company
American Hoechst Corporation
Ameritech
AmeriTrust Company
Analog Devices, Inc.
C.R. Anthony Company
Augat Incorporated
Baltimore Gas and Electric Co.
Bank of Mississippi
Bausch & Lomb
The Boston Globe
Brown Group Inc.
CSX Corporation
Centerre Bank N.A.
Charter Medical Corporation
Chemical Bank
Ciba-Geigy Corporation
Citizens Savings Bank and
Citizens Trust Company
Colorado Interstate Gas
Company
Comerica Incorporated
Cooper Industries, Inc.
Adolph Coors Company
Cowles Media Company
Dayton Hudson Corporation
Dexter Corporation
Diamond Shamrock Corporation
Digital Equipment Corporation
Fireman's Fund Insurance
Companies
First American Bank of Virginia
First American Corporation
First City Bancorporation
First Commercial Bank N.A. -
Little Rock
First Interstate Bank of Denver
First National Bank and Trust
Company of Lincoln
First Pennsylvania Corporation
First Southern Federal Savings
and Loan
First Tennessee Bank, N.A.
Memphis
First Union Corporation
Frisch's Restaurants Inc.
Gannett Co., Inc.
General Motors Corporation
Glenmore Distilleries Company

Great American First Savings
Bank
Great Lakes Federal Savings
HARTMARX Corporation
Hazeltine Corporation
Hon Industries Inc.
Houghton Mifflin Company
IC Industries Incorporated
ITT Corporation
The Interlake Corporation
International Minerals &
Chemical Corporation
International Multifoods
Corporation
International Paper Company
Iroquois Brands Ltd.
James River Corporation
John Hancock Mutual Life
Johnson Controls, Inc.
Kaman Corporation
Kerr-McGee
Key Bank N.A.
The LTV Corporation
Land O' Lakes Incorporated
MBank Houston
Mead Corporation
Meritor Financial Group
Mitchell Energy and
Development Corporation
Mobil Oil Corporation
Morrison-Knudsen Corporation -
Mutual Benefit Life Insurance
Company
NERCO Inc.
The New England
New England Telephone
Norwest Corporation
Numerica Savings Bank
Pacific Northwest Bell
Telephone Company
J.C. Penney Company, Inc.
Pennzoil Company
Pentair, Inc.
Philip Morris Companies, Inc.
Phoenix Mutual Life Insurance
Company
Portland General Electric
Company
The Principal Financial Group
Provident National Bank
Republic New York Corporation
Research-Cottrell Inc.
Rhode Island Hospital Trust
National Bank
The Rouse Company
SPS Technologies Inc.
Salt River Project
Simpson Investment Company
Sonat

The Telex Corporation
Tenneco, Inc.
Texas Eastern Corporation
Transco Energy Company
The Travelers Companies
Twin Disc Incorporated
USX
United Bank of Denver, N.A.
United Jersey Bank, N. A.
United Technologies Corporation
VF Corporation
Wausau Insurance Companies
Wetterau, Inc.

DANCE

ARCO
AT&T
The Allen Group Inc.
American Express Company
AmeriTrust Company
C.R. Anthony Company
Augat Incorporated
Baltimore Gas and Electric Co.
Bank of Mississippi
Bausch & Lomb
The Boston Globe
Brown Group Inc.
Capitol Life Insurance Company
Centerre Bank N.A.
Charter Medical Corporation
Ciba-Geigy Corporation
Citizens Savings Bank and
Citizens Trust Company
Colorado Interstate Gas
Company
Comerica Incorporated
Adolph Coors Company
Cowles Media Company
Dayton Hudson Corporation
The Dayton Power and Light
Company
Dexter Corporation
Diamond Shamrock Corporation
Fireman's Fund Insurance
Companies
First American Corporation
First City Bancorporation
First Commercial Bank N.A.
Little Rock
First Interstate Bank of Denver
First Interstate Bank of
Oklahoma
First National Bank and Trust
Company of Lincoln
First Pennsylvania Corporation
First Southern Federal Savings
and Loan
First Tennessee Bank, N.A.
Memphis

First Union Corporation
 Fleming Companies, Inc.
 Frisch's Restaurants Inc.
 General Motors Corporation
 Glenmore Distilleries Company
 Hazeltine Corporation
 Houghton Mifflin Company
 IC Industries Incorporated
 ITT Corporation
 The Interlake Corporation
 International Multifoods Corporation
 International Paper Company
 Iroquois Brands Ltd.
 James River Corporation
 John Hancock Mutual Life
 Kerr-McGee
 The LTV Corporation
 Land O' Lakes Incorporated
 Mead Corporation
 Meritor Financial Group
 Mitchell Energy and Development Corporation
 Mobil Oil Corporation
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance Company
 NERCO Inc.
 National City Bank
 The New England
 New England Telephone
 Numerica Savings Bank
 Pacific Northwest Bell Telephone Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance Company
 Portland General Electric Company
 Provident National Bank
 Republic New York Corporation
 Research-Cottrell Inc.
 Rhode Island Hospital Trust National Bank
 Rock Island Refining Corporation
 The Rouse Company
 SPS Technologies Inc.
 SAFECO Insurance Companies
 Salt River Project
 Sonat
 Southwestern Bell Corporation
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Transco Energy Company
 The Travelers Companies

USX
 United Jersey Bank, N. A.
 Universal Leaf Tobacco Company, Inc.
 VF Corporation
 Wetterau, Inc.

PLAYS
 ARCO
 AT&T
 The Allen Group Inc.
 American Express Company
 C.R. Anthony Company
 Baltimore Gas and Electric Co.
 Bank of Mississippi
 Bausch & Lomb
 The Boston Globe
 Brown Group Inc.
 CSX Corporation
 Capitol Life Insurance Company
 Centerre Bank N.A.
 Charter Medical Corporation
 Ciba-Geigy Corporation
 Colorado Interstate Gas Company
 Comerica Incorporated
 Cooper Industries, Inc.
 Adolph Coors Company
 Cowles Media Company
 Dayton Hudson Corporation
 Dexter Corporation
 Fireman's Fund Insurance Companies
 First American Corporation
 First City Bancorporation
 First Commercial Bank N.A. - Little Rock
 First Interstate Bank of Denver
 First National Bank and Trust Company of Lincoln
 First Southern Federal Savings and Loan
 First Tennessee Bank, N.A. - Memphis
 First Union Corporation
 Fleming Companies, Inc.
 Frisch's Restaurants Inc.
 General Motors Corporation
 Glenmore Distilleries Company
 Great American First Savings Bank
 HARTMARX Corporation
 Hazeltine Corporation
 Hills Bros. Coffee, Inc.
 Houghton Mifflin Company
 IC Industries Incorporated
 ITT Corporation
 The Interlake Corporation

International Minerals & Chemical Corporation
 International Multifoods Corporation
 International Paper Company
 Iroquois Brands Ltd.
 James River Corporation
 John Hancock Mutual Life
 Kerr-McGee
 Key Bank N.A.
 The LTV Corporation
 Land O' Lakes Incorporated
 Mead Corporation
 Meritor Financial Group
 Mitchell Energy and Development Corporation
 Mobil Oil Corporation
 Morrison-Knudsen Corporation
 Mutual Benefit Life Insurance Company
 NERCO Inc.
 Norwest Corporation
 Pacific Northwest Bell Telephone Company
 J.C. Penney Company, Inc.
 Pennzoil Company
 Philip Morris Companies, Inc.
 Phoenix Mutual Life Insurance Company
 Portland General Electric Company
 Provident Mutual Life Insurance Company of Philadelphia
 Provident National Bank
 Republic New York Corporation
 Research-Cottrell Inc.
 Rhode Island Hospital Trust National Bank
 Rock Island Refining Corporation
 SPS Technologies Inc.
 SAFECO Insurance Companies
 Salt River Project
 Simpson Investment Company
 The Telex Corporation
 Tenneco, Inc.
 Texas Eastern Corporation
 Transco Energy Company
 The Travelers Companies
 USX
 United Jersey Bank, N. A.
 Universal Leaf Tobacco Company, Inc.
 VF Corporation

PERFORMANCE TOURS

ARCO
 AT&T
 American Express Company

Ameritech
 Augat Incorporated
 Baltimore Gas and Electric Co.
 Bank of Mississippi
 Ciba-Geigy Corporation
 Citizens Savings Bank and
 Citizens Trust Company
 Dexter Corporation
 First American Bank of Virginia
 First American Corporation
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IV

APPENDIX



METHODOLOGY

A universe of some 1,735 corporations was surveyed for the *Guide to Corporate Giving in the Arts 4*, consisting of leading U.S. corporations listed in *Fortune* magazine and companies not included in that category which have participated in previous editions of the *Guide*. Two types of questionnaires were used: for past *Guide* participants, a computer-generated questionnaire showing the company's most recent response to the survey was sent to each, with a request to make any changes or additions; all other companies were mailed a standard questionnaire. In both cases, telephone follow-ups were made to companies which did not respond. Many questionnaires were completed over the telephone at that time.

Each of the companies included in the *Guide* chose to participate in the project. Although a small number of companies decided to repeat their previous listings, or to make minor modifications to their entries, in all cases the company verified that the information which appears in the *Guide* accurately reflects their current contributions program.

The remaining companies surveyed, for various reasons, elected not to be included. The most frequent reasons for not participating were cited by:

- Companies whose contributions had been severely limited or curtailed due to financial strains, or due to an acquisition by, or merger with, another company
- Companies revising contributions policies or setting up new programs that did not want to publish misleading or out-of-date information
- Companies that feel they receive too many questionnaires and surveys
- Companies concerned that participation generates too many contributions requests which do not fit their guidelines
- Companies concerned that participation would generate many more contributions requests than they would be able to consider fairly

- Companies that felt their participation would not be appropriate because their contributions were small or local in nature
- Companies that felt they could not accurately answer the questionnaire because they did not have a specific contributions policy

A total of 505 corporations are participating in *Guide 4*, of which 304 are ranked by *Fortune* magazine in its rating of top U.S. corporations. Of this total, 344 are repeat participants from *Guide 3* while a substantial 161 are participating in the *Guide* for the first time.

The table below shows the number of companies surveyed and the number of *Guide 4* participants in each *Fortune* magazine ranking category.

Ranking Category	Number Surveyed	Number of Participants	% Response
Manufacturing			
Top 100	100	56	56%
Ranked 101-200	100	44	44%
Ranked 201-300	100	27	27%
Ranked 301-400	100	20	20%
Ranked 401-500	100	27	27%
Commercial Banking	100	35	35%
Diversified Financial	50	14	28%
Diversified Service	100	21	21%
Life Insurance	50	19	38%
Retailing	50	10	20%
Savings Institutions	50	4	8%
Transportation	50	10	20%
Utilities	50	17	34%
All others	735	201	28%
TOTAL	1735	505	29%

ABOUT ACA

Founded in 1960, the American Council for the Arts is one of the nation's primary sources of legislative news affecting all the arts. ACA serves as a leading advisor to educators, arts administrators, arts patrons, elected officials, and the general public.

ACA's arts library, now part of the 15,000-volume collection in the Arts Research Consortium at Equitable Center, contains extensive material on arts education, policy and management.

To accomplish its goal of strong advocacy of the arts, ACA works regularly with congressional leaders and key policy-makers to insure that the arts have a strong, clear voice in Washington and across the country. This effort places ACA in the forefront of the major arts issues of the day, and its conferences and related programs give arts administrators the knowledge and training they need to meet the future with confidence.

ACA is the foremost nonprofit publisher and distributor in the arts, featuring publications on today's arts issues, fund-raising, marketing, and the management of arts organizations. These publications

appeal to an audience as large as the nonprofit sector and as specialized as local arts managers. ACA regularly publishes *Vantage Point*, a supplement inserted in *Horizon* magazine, and *ACA UpDate*, a monthly executive summary of news and trends on the national arts scene.

ACA's national policy program conducts research, forms recommendations, and develops effective mechanisms to address crucial issues that confront the U.S. arts community. ACA works to support arts education in the schools, primarily grades K-12. It addresses the needs of individual artists in areas such as copyright, funding and tax legislation. It encourages the development of innovative private-sector initiatives and promotes international cultural relations.

As the arts have grown across the country, so has ACA. Its membership includes arts supporters at the local, state and national levels; corporate and public-sector leaders; artists and arts administrators; museums, arts centers and institutions. This gives ACA the scope it needs to work on behalf of all the arts in America.

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